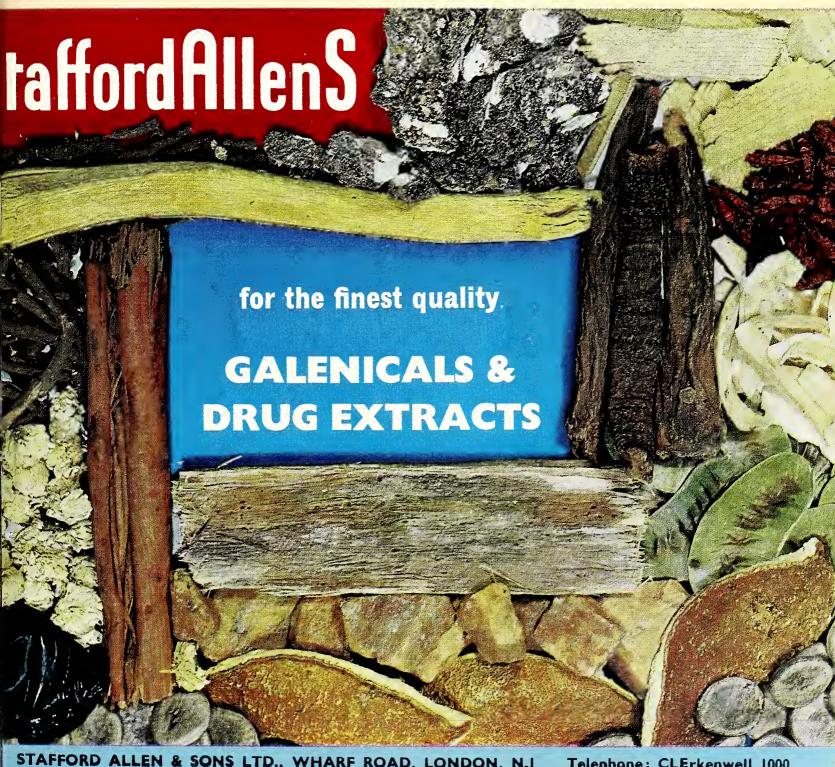
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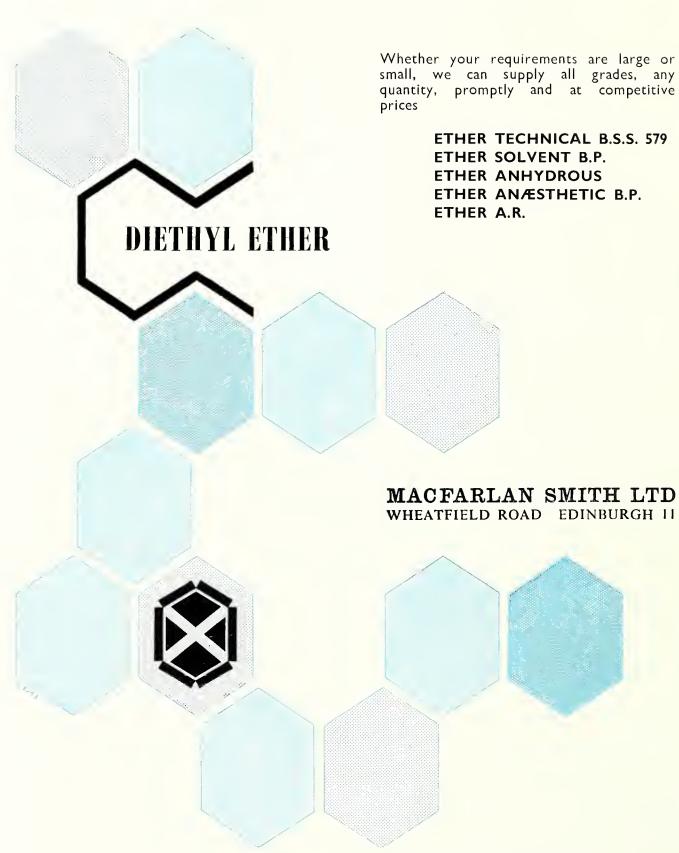
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ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 177

May 12, 1962

No. 4291

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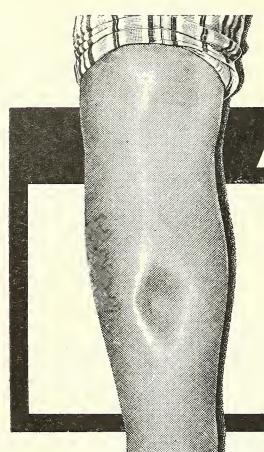
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Volume 177

MAY 12, 1962

No. 4291

"Cruel" Poisons Bill Amended

ANIMAL POISONS COMMITTEE ABANDONED

THE Animal (Cruel Poisons) Bill originally published on November 29 (see C. & D., December 9, 1961, p. 623), has undergone a number of changes in the Committee stage, and an amended Bill has now been published (H.M. Stationery Office, price threepence).

The new version does not mention the setting up of an Animal Poisons Committee. The Bill provides that where the Secretary of State is satisfied "that a poison cannot be used for destroying animals without for destroying animals . . . without causing undue suffering, and that other suitable methods of destroying them suitable methods of destroying them exist and are, or would be adequate, he may by regulations ... prohibit or restrict the use of that poison for destroying animals...." The Bill, if destroying animals. . . . " The Bill, if approved states that the Act is to come into operation on January 1, 1963, but it does not extend to Northern Ireland. The Bill was read a third time and passed by the House of Lords on May 8.

Self-medication

ROYAL SOCIETY OF HEALTH LECTURE

THE problem of self-medication ought to be tackled by education rather than legislation, said Dr. Harvey Flack (editor of Family Doctor) in a talk to members of the pharmaceutical group of the Royal Society of Health in London on May 3. It was his impression that today manufacturers of pharmaceuticals advertised on two different levels. Houses that marketed "ethical" lines tended to maintain their standards of advertising for counter products also, whereas many makers of "patent" medicines advertised in the manner calculated to reap most profit. Dr. Flated to reap most profit to remark the would like to see the commercial television commercial television commercial television appropriate the second of the second cial television companies set up programmes of advertising and expert comment in immediate sequence, for classes of products such as analgesics, laxatives, indigestion mixtures tooth-pastes. He considered self-medica-tion almost a "biological urge," to be curbed by a positive approach rather than by restrictions. It was not practical for all medicinal substances to be available solely on prescription—"it would take only three weeks for the entire National Health Service to come to a standstill." However, the indulgence in self-medication by persons who cought self-medication by persons who ought to be receiving proper medical treat-ment would be detected and possibly remedied if all medicines were to be distributed through pharmaceutical channels.

Anti-rheumatic Research

EMPIRE COUNCIL'S ANNUAL REPORT

THE twenty-fifth annual report of the Empire Rheumatism Council, issued on May 9, contains a reference to work carried out by its unit on drug action. Situated in the department of chemical pathology at King's College Hospital Medical School, London, the unit has now been in operation for a year. Its research is directed towards discovering and defining in biochemical terms the major effects of anti-rheumatic drugs on cell metabolism. Aspirin has been the substance investigated in most detail and three separate metabolic effects have been distinguished. Its action on oxidative phosphorylation reactions appears an important factor in producing symptoms such as pyrexia—an effect unrelated, however, to its anti-inflammatory action in rheumatism. A second effect, the inhibition of enzyme activities, was discovered by studying isotope changes in isolated tissues. More recent work has revealed that aspirin also interferes with the interconversion of certain acids. Current research by the unit is concerned with defining those effects further and extending the work to include other known anti-rheumatic drugs such as steroids and phenylbuta-The council's report mentions zone. that altogether thirty-six research projects are in progress under the direction of different units. At the annual meeting in London on May 9 it was announced that grants totalling £150,000

were being made to the rheumatic research institutes to be set up at Charing Cross and Middlesex hospitals.

Whitley Council "C"

PAY CLAIM HEARING FIXED

THE hearing before the Industrial Court of the current dispute over salary between the staff and management sides of the Pharmaceutical Whitley Council (Committee "C") will take place in London on May 31. The issue arose with the staff side's rejection of a $2\frac{1}{2}$ per cent. pay rise offered in response to their claim earlier.

Pesticides

SUPPLEMENTARY LIST OF NAMES

A NUMBER of recommended common names for pesticides that have been published and approved by the British Standards Institution Committee have now been grouped together in Supplement No. 1 (1962) to British Standard 1831:61. In addition to the recommended common name the supplement contains the full chemical name and structural formula for the following compounds:—Ametryne, barban, but-onate, 4-CPA, di-allate, dichlorprop, endosulfan, ethoxyquin, prometon, prometryne, propazine, simetryne, streptomycin and thioquinox. Copies of the standard may be obtained from the Institution's Sales Branch, 2 Park Street, London, W.1, price 3s., plus postage.

Fine Chemicals Group

VISIT TO PLANT AT SANDWICH

ABOUT sixty members of the fine chemicals group of the Society of Chemical Industry, including its chairman (Dr. A. C. C. Newman) recently visited the manufacturing plant of Pfizer, Ltd., at Sandwich, Kent. After a welcome by Dr. K. J. Lynes (research and development director) the party



BRADFORD STUDENTS IN THE SOUTH: Pharmacy students from the Institute of Technology, Bradford, pictured at the Greenford works of Glaxo Laboratories, Ltd. The students' tour took in the pharmacy and sterile filling units and tablet and food packing departments.

saw a pictorial display showing aspects of the Pfizer Group's activities in the United Kingdom. Mr. J. C. Macsween (vaccine production manager) then gave an outline of Sabin oral polio vaccine manufacture before conducting the group through the vaccine unit, the only one in the world with licences to produce all three types of Sabin oral polio vaccine under Medical Research Council (U.K.) and National Institute of Health (U.S.A.) regulations. There followed a tour of the plant, including the antibiotic fermentation and quality control laboratories. The guests also visited the biological research unit,



Members of the fine chemicals group of the Society of Chemical Industry photographed at the plant of Pfizer, Ltd., Sandwich, Kent.

where work is at present going forward (in collaboration with the Medical Research Council) on research into trachoma and the common cold, on interferon, and on other projects. Later the party watched the showing of a series of films including some from the company's film library, the first illustrating an artificial rumen built for the company's veterinary and agricultural research department and the others showing the Associated Electrical Industries, Ltd., film "The Electron Microscope," and "Dynamics of Alcoholism" an award-winning Pfizer film shown at the first British Medical Film Festival in July 1960. The visit closed with a dinner at Birchington, at which the party was joined by members of the company's technical staff.

European Chemicals

1960 TURNOVER UP 13 PER CENT.

THE turnover of the European chemical industry amounted to \$19,750 millions (£7,054 millions) in 1960 compared with \$17,500 millions (£6,250 millions) in 1959, representing an increase of 13 per cent., the highest since 1954 (15 per cent.) according to a report (The Chemical Industry in Europe) just published by the Organisation of European Economic Co-operation and Development (O.E.C.D.). Production in the chemical industry increased more rapidly in 1959 and 1960 than that of the manufacturing industries (14 per cent. compared with 10 per cent.). During the first half of 1961, that expansion slackened somewhat compared with 1960 but the level of investment remained high. Apparent consumption of chemical products in Europe rose from \$15,650 millions in 1959 to \$18,000 millions in 1960. More than 80 per cent. of the chemical products of Europe were produced by four countries, the United Kingdom and Ger-

many each accounted for about 25 per cent. and France and Italy each producing about 15 per cent. Investment in Europe rose by 16 per cent. to \$1,540 millions. Growth of trade in medicinal and pharmaceutical products, though modest, was larger in 1960 than in 1959, says the report. Of the \$14.8 millions imported by the United Kingdom, \$8 millions came from O.E.E.C. countries and of the U.K. exports, which totalled \$132 millions, \$26.5 millions went to O.E.E.C. countries. [O.E.E.C.=Organisation for European Economic Co-operation, changed its title to O.E.C.D. on September 30, 1961. O.E.C.D. now includes the United States and Canada.]

Visiting Britain

AUSTRALIANS TO LOOK AT N.H.S.

TWO leading Australian retail pharmaceutical chemists are leaving Sydney by air on May 14 for the United Kingdom, where they will investigate the conditions of British chemists under the National Health Service. The pharma-



Messrs, R. W. Feller (left) and K. E. Thomas, Federal Councillors of the Federated Pharmaceutical Service Guild of Australia.

cists are Messrs. R. W. Feller and K. E. Thomas, Federal Councillors of the Federated Pharmaceutical Service Guild of Australia, the controlling body for 4,500 retail master chemists; Mr. Feller is a Federal vice-president. The Guild, which is the official negotiating body for pharmacy with the Commonwealth Government on the Australian National Health Scheme, believes that the authorities are tending to pattern many aspects of the Scheme on the British National Health Service. The visitors are expected to spend a month in England and Scotland and have consultations with Government Health officials, representatives of organised pharmacy and individual chemists.

IRISH NEWS

THE NORTH

Ulster Chemists

MEETING OF EXECUTIVE

THE monthly meeting of the executive committee of the Ulster Chemists' Association, in Newry, on May 1, was the first to be held outside Belfast. Before commencing business Mr. J. Paul (president) referred with deep regret to the recent sudden death of Mr. W. J. Thornton. Mr. W. J. Moffett and other speakers then stressed the necessity of members supporting the products of those manufacturers who dealt solely with pharmacists. In view of the trend of business through the self-service

stores, the pharmacists' only hope maintaining their business was to co centrate upon products that we strictly confined to them. That led a report concerning leakages to no pharmacist traders of the products a manufacturer who had been staunch friend of the pharmacist for over fifty years. over fifty years. The leakages has caused much trouble, both to the ex cutive committee and the manufa turer, and unfortunately it had bee proved that the pharmacists were no Unless the matter wer blameless. cleared up soon, there would be n option but for distribution to be throw wide open. Some members were disaj pointed at the change in sales polic without prior notice, of some manufacture turers in regard to credit in the cas of substantial price reductions. fortnightly price alteration sheets issue by the secretary were agreed as mos acceptable until manufacturers' nev prices of proprietaries were available through the trade press price lists. Dis cussion followed on shops' hours, th rota service in Newry and various loca problems.

THE REPUBLIC

Fair Trade Commission

INFORMATION REQUESTED ON SUPPLY

A STATEMENT issued by the Fair Trade Commission says that they are at present investigating complaints re garding collective restrictions affecting the supply and distribution for resale of medical preparations, including proprietary and non-proprietary drugs and medicines, infant and invalid foods health drinks and toilet preparations All interested parties, whether associations or individuals, who wish to submit information or views on this matter. particularly with reference to arrangements for confining to the chemist trade goods that are not so confined by statute, are invited to do so in writing not later than May 31 next, to the Secretary, 50 Upper Mount Street, Dublin, 2. The statement adds that the Commission will then decide what further action they should take.

IRISH BREVITIES

THE REPUBLIC

MR. Peter Slattery, M.P.S.I., 54 Upper O'Connell Street, Dublin, won the Photographic Society of Ireland's award for the "Print of the Year," at its recent exhibition.

THE following officers of the executive committee of the Irish Pharmaceutical Medical Representatives' Association were elected on April 13:—
President, Mr. D. Flanagan; Vicepresident, Mr. J. O'Sullivan; Treasurer, Mr. P. J. McGleenan; Joint Secretaries, Messrs. J. Travers and M. F. Walshe; Assistant Secretary, Mr. D. Walsh; Committee, Messrs. J. J. McKenna, P. Cummins, J. P. Gallagher, R. Gardiner, B. O'Connor and T. Dempsey. Tributes were paid to the retiring president (Mr. J. McKenna), who has occupied the position since the establishment of the Association in 1957, and who did not seek re-election.

NEWS IN BRIEF

MR. R. W. Rutherford has been elected *Chairman* of the British Chemical Plant Manufacturers Association for the year 1962-63.

THE Ministry of Transport has issued to owners, masters, officers and seamen of merchant ships a notice dealing with the prevention of malaria (Notice M.461).

WALSALL Trades Council has decided to call for the abolition of prescription charges after hearing that the number of prescriptions dispensed in the town fell by 74,000 (14 per cent.) in the tenmonth period following introduction of the 2s. charge.

AT the annual general meeting of the surface activity group of the Society of Chemical Industry on April 30, the following were named to serve for the 1962-63 session: Chairman, Sir Owen Wansbrough - Jones; Immediate Past Chairman, Sir Eric Rideal; Treasurer, R. C. Tarring; Recorder, F. Riley; Secretary, M. K. Schwitzer.

CERTIFICATES representing ordinary stock of Merck & Co., New Jersey, U.S.A., were to be traded on the Amsterdam stock exchange with effect from May 8, according to a prospectus issued in Amsterdam. Merck shares have not so far been dealt in on any stock exchange outside the United States.

THE Import Duties (Temporary Exemptions) (No. 2) Order 1962 (S.I. 1962 No. 850), lists a number of chemicals which became temporarily exempt from import duty on May 1 and will remain exempt until January 1, 1963. Also included in the Order are certain chemicals for which the current exemption periods have been extended until January 1, 1963.

PERCENTAGE changes in the pharmacy sales of 161 representative Cooperative societies in Britain in the four weeks ended January 27, compared with the corresponding period in 1961, were: Midland, plus 1.24; Northern, minus 7.45; North-east, plus 6.31; North-west, plus 2.81; Scottish, plus 6.12; South-west, minus 2.79; Southern, minus 2.9; Western, plus 7.38; Great Britain, plus 0.37.

SPORT

Golf. — LONDON CHEMISTS' GOLFING SOCIETY. The first meeting of the season was held on May 2 at South Hertfordshire golf club, over thirty members being present, Results: Captain's Prize, E. S. Hole (11), 71; Morny Prize (Stableford), E. G. Smith (7), 37 points; Scott & Bowne 4711 Prize (Stableford runner-up), S. M. Hutchinson (11), 36 points. Other leading scorers, C. H. Maile (14), 72; H. A. Coward (14), 74; R. H. Davies (12), 74.

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY

Colchester Branch.—Chairman, J. Seamen; Vice-chairman, F. Staffiere; Treasurer, H. Morley; Secretary, K. H. Free, 5 Enid Way, Colchester, Essex.

Birkenhead and Wirral Branch and Association.

-Chairman/President, Mrs. E. N. J. Jones; Vicechairman, W. D. Massey; Treasurer, W. G.
Anderson; Secretary, W. McKie, 7 Heath Drive,
Upton, Wirral (telephone: Arrowebrook 5948).

Aberdare and Merthyr Branch.—Chairman, H.

Aberdare and Merthyr Branch.—Chairman, H. Noel Thomas; Vice-chairman, W. L. L. Phillips; Treasurer, F. J. V. Harverson; Secretary, J. E. T. Jones, 8 Morris Street, Cwmaman, Aberdare; Assistant Secretary, R. D. Parry.

TOPICAL REFLECTIONS

By Xrayser

Special meeting

The calling of a special general meeting of the Pharmaceutical Society, held at Birmingham on Sunday, April 29 (pp. 480-81), is further evidence of discontent within the rank and file of the membership occasioned by a change for worse in conditions in the National Health Service. There is no doubt that the wound is deep, but at the moment pharmacy appears to be reacting to the situation much as a whale responds to a harpoon. The resolution, passed by a majority of those present at the meeting is, as you point out in your editorial comment, binding, but its effect might have been much more dramatic and far-reaching had the meeting first listened to Mr. Adams and Dr. Dewar and then modified the resolution into something more specific. The Society may take legal advice, but the resolution calls for action on the unknown. For until the legal opinion is given, there is no means of knowing whether those who drafted the resolution and secured support for it would approve of the opinion given and will then want action to be taken. The terms of the resolution also appear to assume that the legal opinion will, without question, decide that " all other autonomous pharmaceutical organisations must become integrated sections of the Pharmaceutical Society of Great Britain." It seems to me that, not for the first time, too big a bite has been taken for thorough mastication. Had the first step of taking legal advice been taken, an examination of that advice might have shown what the next step should be. That step could then have been taken quite easily at the annual meeting of the Society. There must be a feeling, in far-flung Falmouth or distant Oban, that undue haste has been exercised in the whole affair. I favour the Society's being in close touch with all aspects of pharmacy, and there has been welcome evidence over the past year of a move in that direction. Much more can still be achieved, and the Jenkin judgment does not prevent that. Mr. Adams was right in saying that those who had called the meeting should make known what they wanted. There is an opportunity to put forward considered opinion as part of branch comment on the report of the Committee on the general practice of pharmacy.

Professional recognition

I am fully aware that, in terms of hard cash, pharmacy has not achieved full professional status in the eyes of Government and its departments. I deplore the recent decision of the Minister of Health in regard to percentage oncost, which is understandable only in relation to the many other attacks he has made on the National Health Service. With all of that in mind, I do not find it difficult to sympathise with your correspondent, Mr. C. Sykes, who takes me to task for my disapproval of the kind of face pharmacy presents to the public gaze in all too many places. I like a pharmacy to look pharmaceutical, though if that has brought professional satisfaction by encouraging the public to bring prescriptions, the public confidence has brought ill-reward to the pharmacist who has put his profession first. Regarded from that aspect, Mr. Sykes is right. Mr. Enoch Powell has dealt a body blow to those who have tried to give a first-class service and have gathered a reputation for good service, diverting into drugs capital that might have secured more rewarding financial return in some other direction.

Changed circumstances

There is no short answer to the problems of today, but it is no exaggeration to say that the extremely well informed product of university or college of advanced technology is not taking kindly to the realities of modern pharmacy—conditions which, in many cases, compare unfavourably, in a professional sense, with those of forty or fifty years ago. When, as seems likely in a few years' time, the only route on to the register is via a degree, I foresee the possibility of a split occurring not dissimilar to other historic occasions such as when apothecaries and druggists finally separated. Despite all the buffetings and slings, I still think that we are right to press for professional recognition, but we must deserve it in every respect.

NEW PRODUCTS AND PACKS

Tablets Against Tobacco Addiction.—Thomas Kerfoot & Co., Ltd., Vale of Bardsley, Ashton-under-Lyne, have launched a new speciality, Antabac tablets against tobacco addiction. Each contains 2 mgm. of lobeline sulphate with 300 mgm. of magnesium trisilicate. The product is issued in strip pack of twelve and dispensing packs of 100 and 250.

Through Hospitals Only.—Lovens Kemiske Fabrik (Leo Pharmaceutical Products) announce that their oral antistaphylococcal Fucidin is released to hospitals and clinics only. The British distributors are Leo Laboratories, Ltd., 15 Clipstone Street, London, W.1, and a new factory was opened in Dublin, Eire, on April 30, to handle Fucidin



and other Leo products for the United Kingdom. In releasing Fucidin, the makers state that they appreciate that a number of pharmaceutical preparations have been introduced with high expectations, only to exhibit, in subsequent widespread clinical use, properties limiting their usefulness. Initially, therefore, Messrs. Leo are restricting themselves to the following statements:

- 1. In laboratory and clinical trials over a period of two years, Fucidin, the sodium salt of fusidic acid, a substance unrelated to any available antibiotic, has demonstrated outstanding activity against the staphylococcus, whether antibiotic-sensitive or resistant.
- 2. While it is probably inappropriate to use the word "safe" with respect to any chemotherapeutic substance, no serious side effects have been reported to date following extensive clinical trials with Fucidin. Its basic steroid structure, far from causing any of the untoward reactions that have become associated with the steroids, may be responsible for the efficient diffusion of Fucidin throughout the majority of body fluids and tissues.
- 3. There is substantial reason for believing that Fucidin will be shown in further work (currently under way) to possess a range of antibacterial activity different from that of any antiobiotic at present available. Furthermore the absence of effect on Gram-negative coliform organisms eliminates the risk of sterilisation of the gastrointestinal tract, a phenomenon predisposing to fungal superinfection that has often followed therapy with oral antibiotics.

Fucidin is available in bottles of cap-

sules containing 250 mgm. of the substance.

Redesigned.—The packaging of the Molyneux range of Le Numero Cinq perfumery preparations has been re-



designed. Created in Paris, this new design has a white and gold colour combination. The range comprises perfume, eau de Cologne, parfum-de-toilette, soap, dusting powder and talc. The products are available from Molyneux et Cie (Designs and Perfumes), Ltd., 63 Grosvenor Street, London, W.1.

Now in Sachets.—S. Maw Son & Sons, Ltd., Barnet, Herts, now offer Junior shampoo in sachets, each providing two treatments for the average child (one if the hair is unusually abundant). Maw's Junior shampoo does not sting the eyes, and is claimed the first mildly medicated children's shampoo on the market. It includes a wetting



agent and lanolin to leave it soft, glossy and manageable. The sachets are sent out in display boxes of 3 doz. Junior shampoo is a "chemist-only" line. Make-up and Beauty Treatment.—Hi-Five, a cosmetic speciality newly launched by Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, "the make-up sensation of 1962," is described as a complete make-up plus a beauty treatment. It combines five "essentials" for complexion beauty, namely a moisturising cream, freshener, foundation, powder finish and air-blended balance. The product is patted on like powder "and the result is a new, radiant and flawless complexion finish that stays perfect all day long." Hi-Five is produced in five shades. It is presented in a flat,



plain golden compact with the edges so formed that it easily "grip"-opens in the hands. It has a clear mirror in the lid.

Plastic Vacuum Bottles. — A new Aladdin range of Dura-Clad vacuum bottles are in jackets of polypropylene, which will not, it is claimed, chip, peel or rust, and may even be boiled without damage. The range includes extra-widemouth and regular-neck bottles in both pint and quart sizes (U.S. measure) and the regular quart bottle has two extra nested cups. All the bottles have an "all-round" non-drip pouring lip. The specially designed handles are virtually unbreakable. They make the bottles easier to hold and pour from and prevent them from rolling. The glass vacuum filler may, for cleaning or replacing, be removed from the base—an easier operation than with conventional vacuum flasks. The bottles are being marketed in Britain by Aladdin Industries, Ltd., Greenford, Middlesex.



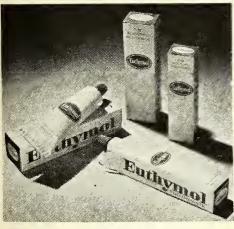
The Aladdin range of Dura-Clad vacuum bottles (Aladdin Industries, Ltd., Greenford, Middlesex).

Polish-removing Device.—Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1, are distributors of Poloff, a continental nail-polish remover presented in a new way. The nails are placed against a saturated felt lining and the polish cleaned away by a twist of the wrist, The formula is claimed to strengthen the nails and cuticles and to contain no harmful solvents. The pack is non-spill and stated to last for months.

"Largest-shaving-head" Shaver. — A new electric shaver with what is claimed the largest shaving head in the world has been produced by Schick, Inc. (U.K.), Ltd., 86A Brook Street, London, W.1. Called the 1066—" and not merely



because it's a conqueror among shavers"—the instrument has 1,066 slots in the head. It also has the Schick three-way adjustable head and three shaving speeds, enabling the user to choose the depth of shave (and the speed) most suited to his skin. Each inner cutter of the 1066 is "married" to its outer shell at an early stage of manufacture and the two are "run-in" together. Speed of the cutters is considered by the manufacturers to be a vital shaving factor. Where the growth is dense on the chin and upper lip a slower speed is required, but over the cheeks and neck, where the growth is tough but less crowded, a faster speed achieves the closest shave. The shaver is available in standard-volt and multi-volt models.



IMPROVED TOOTH-PASTE PACK: New tube and pack for Euthymol tooth-paste now going into stock in pharmacies throughout the United Kingdom, The tube now incorporates a "flowerpot" cap and plastic nozzle, The traditional Euthymol colours of red and green are retained, but both tube and carton have been presented in a cleaner, simplified design to improve the display qualities of the product.

TRADE NOTES

Change of Distribution. — Scott & Bowne, Ltd., 50 Upper Brook Street, London, W.1, have been appointed distributors to chemists for the Deep range of products of Charles Bedeman, Ltd.

Father's Day,—"Father's Day," sponsored by Father's Day Association, Ltd., 16 Mumford Court, London, E.C.2, is being celebrated this year on the third Sunday in June.

Change of Source. — Eucryl, Ltd., Oakley Road, Southampton, have taken over from Southon Laboratories, Ltd., the product Skin Soft. It has been restyled and is now in a larger tube.

Withdrawn. — Lederle Laboratories division of Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2, announce that achromycin intravenous, 100 mgm. has been deleted from their catalogue.

Now National. — The directors of Lever Brothers and Associates, Ltd., St. Bridget's House, Bridewell Place, London, E.C.4, announced in Liverpool and Edinburgh this week, the extension nationally of Square Deal Surf.

A Special Pack for Children. — Parents taking children on holiday have the opportunity of obtaining, in addition to the standard carton of twelve LSA (land-sea-air) tablets of Arthur H. Cox & Co., Ltd., Brighton, a special wallet of eight tablets for children.

Shampoo With Tooth-paste.—In the period to June 16 D. & W. Gibbs, Ltd., Hesketh House, Portman Square, London, W.1, are giving away free with each standard-size tube of Signal tooth-paste purchased a trial-size bottle of Clinic medicated shampoo (now in individual carton).

Advantage to Dealer.—Purchase-tax reductions in the recent Budget affected all Linc-o-Lin products sold by retail chemists, but the manufacturers, Lincoln Chemicals, Ltd., 14A New Broadway, London, W.5, are passing on the difference to the trade in the form of an increased profit margin.

To Distribute in Eire.—From June 1 the Mead Johnson range of products (Metercal, Pablum, Dextrimaltose, Olac, Sobee, Sustagen, Colace and Natalins) is being distributed in the Republic of Ireland by B.D.H. (Ireland), Ltd. Stocks are being held at the new B.D.H. factory at Santry, Dublin.

Ranking for Discounts.—Boehringer Ingelheim, Ltd., Isleworth House, Great West Road, Isleworth, Middlesex, point out that, under the arrangement by which Pfizer, Ltd., Sandwich, Kent, continue to manufacture and distribute the company's products, the products qualify for parcel discounts with Pfizer and Harvey products.

Premium Offer. — Purchasers of Wright's coal-tar soap are being offered a full-size inflatable plastic airbed (ideal for beach or garden), made by Hytilt division of Tartan Toys, Ltd., in return for 9s. 11d. and two wrappers from Wright's coal tar soap. The airbed is understood to be worth double the premium price. Point-of-sale display material is available to the trade. The offer continues in operation until October 1.

Manufacturers are Wright, Layman & Umney (Sales), Ltd., 42 Southwark Street, London, S.E.

Announcement Delayed.—As a result of the recent fire to the factory and warehouse premises of André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, the announcement of the winner of the company's "Name the Perfume" competition, which closed on April 30, is delayed. Every effort is being made in difficult circumstances to notify the winner at the earliest possible date. Fortunately, state the company, all competition entry forms received are safe in the company's office premises, which were not affected by the fire.

Vitamin C Wall-charts.—A vitamin-C wall-chart, compiled and presented by the makers of Ribena blackcurrant drink (Beecham Foods, Ltd., Great West Road, Isleworth, Middlesex), is being sent to each of the State welfare clinics throughout the country. The chart, size 30 x 20 in., gives pictorial details of the relative maximum and minimum levels of vitamin C present in various fresh fruits and vegetables, and explains why the vitamin is important to general good health. The chart, which is printed in full colour, gives details of quantities required daily by all age groups, mothers-to-be and nursing mothers, and explains how to ensure that the required daily intake of natural vitamin C is maintained. At the beginning of the school year, 5,000 of the charts were sent to secondary modern schools.

Automatic Telephone Service.—Parke, Davis & Co., Staines Road, Hounslow, Middlesex, remind their customers that an automatic telephone service is available for those who wish to telephone orders outside the normal business hours of 9 a.m. to 5 p.m. The service is available on telephone numbers Hounslow 2714 and Hounslow 2048, and orders 'phoned through in that way receive immediate attention when business is resumed. No message should be given until the recorded voice instructs "speak now" when the customer's name and address should be given and the order dictated. It is helpful if the name and address is also given at the conclusion of the order. Customers are reminded that the message should be continuous, as hesitating for longer than 10 secs. automatically cuts off the machine. During normal office hours, orders should be telephoned on Hounslow 2361.

Bonus Offers

W. B. CARTWRIGHT, LTD., Rawdon, Leeds. Moorland indigestion tablets. Thirteen invoiced as twelve, One 1s. 7d. packet with every display carton of 2 doz. In return for window display. Plus discounts of $2\frac{1}{2}$, 5, $7\frac{1}{2}$ and 10 per cent. on orders value £2 10s., £5, £7 10s. and £10 respectively.

GASCOIGNE-CROWTHER, LTD., Reading, Berks. Napisan. Twelve invoiced as eleven. 5 per cent. extra for display. During June.

MacDonald & Son, Ltd., Portland Mill, Ashton-under-Lyne, Lancs. Silcot. Merchandise value 5s, on case ordered before June 11.

A New Approach to Pharmaceutical Research

PHYSIOLOGICAL STUDIES THE STARTING POINT

AT the new headquarters at Stoke Poges, nr. Slough, Bucks, of Miles Laboratories, Ltd., laboratories have been equipped for "basic" investigations in a new direction.

Explaining their purpose on May 3, DR. C. E. DALGLIESH (research director) said that, in the organisation of the

sion at Bridgend, South Wales, had a laboratory working on the development of new diagnostic agents. At Stoke Court they hoped before long to start work on new methods of diagnosing disorders and diseases.

The laboratories had been designed around a central core from which

setting up of the Ames Co. as a wholly owned subsidiary. In 1956 the diagnostic test strip had been introduced and there was hope that in time simple diagnostic aids for early recognition of many other diseases might be produced, The company had expanded its interest in therapeutic products through the ac-

The Miles - Ames Research Laboratories, Stoke Court, Poges, Slough, Rucks During the eighteenth century the oldest part of the house, known as West End Cottage, was occupied by the uncle and aunt of the poet Thomas Gray, who there composed his "Elegy Written in a Country Churchyard" Country Churchyard " and " Ode on a Distant Prospect of Eton College." A later occupant was John Penn, grand-son of William Penn, founder of Pennsylvania.



company's laboratories some were devoted to investigations without any definite products in view, and other laboratories were more directly attached to the commercial division, with responsibility for the creation of new products.

The laboratory at Stoke Court was basic, and investigations carried out in it were primarily directed towards the study of different physiological systems and the action of chemical substances upon them—almost an opposite

radiated the benches and other facilities. By that arrangement they had been able to combine ease of movement and other conveniences of an open-plan laboratory with reasonable privacy for the individual. Apparatus had been made mobile so that the working areas could be used to the best advantage. An extensive library was being built up.

Explaining the position of the company in the international organisation

quisition of Dome Chemicals, Inc., which specialised in products for use by dermatologists. The company was also engaged in manufacturing and marketing organic chemicals, including enzymes. An important product of that division was citric acid, produced by a submerged fermentation process the company had pioneered and developed. Citric-acid plants had been established in Mexico and Israel, and entry into the international field was a logical development. The policy was to set up essentially autonomous regional organisations, of which Miles Laboratories, Ltd., in Britain was "the first to be fully rounded out."



Dr. Walter A. Compton (Executive vice-president, Miles Laboratories, Inc.)



Dr. W. Morgan Thompson (chairman and managing director, Miles Laboratories, Ltd.).



Dr. Charles E. Dalgliesh (research director, Miles Laboratories, Ltd.).

approach from the usual. The research team was divided into a chemical and pharmacological groups, with a supporting medical group. All senior staff had a background of academic science or medicine, and they were entirely responsible for deciding the lines on which their own research was going to be developed, though information would be exchanged with other laboratories in the Miles Group. One subject of study would be pain, its measurement no less than its alleviation.

The Miles Group was interested not only in therapeutic but also in diagnostic agents, and the production diviheaded by Miles Laboratories, Inc., Indiana, U.S.A., DR. WALTER A. COMPTON (executive vice-president) said that Miles Laboratories had been in business in the United States continuously for almost eighty years. Founded by a practising physician (Dr. Franklin L. Miles), its headquarters were still in Elkhart, Indiana, where Dr. Miles had practised. The company produced remedies for home use, pharmaceutical specialities, diagnostic tests, and chemicals.

Its entry into the field of pharmaceuticals and diagnostics had been consolidated in the early 1940's by the

First Phase Completed

The opening of the laboratories at Stoke Poges completed the first phase in the development of the Group's international research organisation. To mark the occasion a three-part international symposium had been arranged, the first section of which was being held on May 4 and 5, to be followed by a second in Mexico City on May 10 and 11 and a third in Elkhart on May 15 and 16. The proceedings of all sections would be published, and would form, it was hoped, a text-book under the title "Injury, Inflammation and Immunity"

munity."

MR. W. MORGAN THOMPSON (chairman and managing director, Miles Laboratories, Ltd.) said the company's operations in Britain represented something over 10 per cent. of the total operations of the world-wide organisation. Over 500 people were employed in what was called "the Eastern Hemisphere" (it included every country except those in North and South America).

Exports accounted for 33 per cent. of total British production, and of diagnostic products over 50 per cent. of total production was exported.

A New Pharmaceutical Factory in Dublin

DANISH MANUFACTURER'S CHOICE FOR ANTIBIOTIC PRODUCTION

IN the presence of leading figures in the pharmaceutical and medical life of the Republic of Ireland, the Minister for Industry and Commerce (Mr. John Lynch) performed the opening ceremony at a new factory at Cashel Road, Crumlin, Dublin, on April 30, for Leo (Ireland), Ltd., after the premises had been blessed by the Very Rev. Dr. McNevin. Principal among products to be made at the factory will be the company's new antibiotic Fucidin.

The new factory, which is built on a site of $3\frac{1}{2}$ acres and covers 43,500 sq. ft., is equipped with some of the latest pharmaceutical machinery. Plans have been made for further extensions including a new synthesis plant. Leo (Ireland), Ltd., will supply drugs for distribution in the United Kingdom by Leo Laboratories, 15 Clipstone Street, London, W.1.

Mr. Lynch said that the antibiotic had already been processed in the new factory and substantial quantities had been exported to Britain and the Continent. Choice of Ireland as a location by such a well-known international firm as Leo was, he said, evidence that the country's industrial climate and conditions were particularly suited to exporting firms. It would not be long before a substantial export trade from the new factory would be built up with a resultant benefit to the Irish economy. The new laboratory would be staffed by Irish graduate chemists. Thanking the Minister and Dr.

McNevin, the president of the Leo concern (Mr. K. ABILDGAARD) also thanked the officials of the various government departments for the great help and understanding they had extended to the company in enabling the industry to be set up in the Republic. Mr. Abildgaard also thanked the staff for the invaluable aid and loyalty given him in bringing the project to fruition.

MR. B. SCHOU LUND (managing director of the new company) said that one of the important aspects which they had in mind when deciding to set up the industry in the Republic was the probability of Ireland's joining the Common Market. They welcomed the statements of the Taoiseach and Mr. Lynch in regard to the necessity for Irish industrialists to gear and prepare

statements of the Taoiseach and Mr. Lynch in regard to the necessity for Irish industrialists to gear and prepare themselves for world competition.

After the official opening the guests were shown over the building by the managing director. Mr. Schou Lund explained that at present sixty people were employed in the factory but it was hoped shortly to increase that number to 200. The building was converted at a cost of more than £300,000. In the past year the company had devoted £20,000 towards research work in Ireland, and in the coming year it proposed to spend £30,000 under that heading. The company's research work had stimulated research in hospitals and universities. It was hoped soon to establish a synthesising plant in the factory that would produce the raw material for making the antibiotics. Fucidin is, how-



Above: The new plant in Dublin of Leo (Ireland), Ltd., recently opened by the Irish Minister of Industry and Commerce. The plant will process many other drugs for distribution in Great Britain and overseas. The Minister (Mr. John Lynch) (right) was conducted round the new plant by Mr. Knud Abildgaard (president of Leo Pharmaceutical Products, Copenhagen, Denmark) (centre) and Mr. B, Schou Lund (managing director of Leo (Ireland), Ltd.) (left).

ever, only one of many important compounds that will be processed in the factory.



EXPANSION PLANS OF MANUFACTURERS

FBA Pharmaceuticals, Ltd., have placed a contract for new British head-quarters to be built at Haywards Heath, Sussex. Commenting on the contract Mr. Brian E. Hebert, F.P.S. (general manager of the company, which is the U.K. pharmaceutical subsidiary of Farbenfabriken Bayer, A.G., Leverkusen, Germany), said that the new premises would provide the company with much needed extra space for its growing commercial interests, not the least being adequate storage room for pharmaceutical products. In due course it was hoped that a certain amount of manufacturing would take place at Haywards Heath.

THE pharmaceuticals division of Imperial Chemical Industries, Ltd., have invited tenders for the first stage of their project to erect a factory at Macclesfield for the production, packaging and distribution of pharmaceutical products. The first stage—estimated to cost about £5½ millions—will include the transfer to Macclesfield of the division's pharmaceutical processing and packaging activities and the establishment of the nucleus of a plant for the manufacture of bulk pharmaceuticals. The site facilities will include a pilot plant for the development of new discoveries and all necessary supporting laboratory and office accommodation.



Artist's impression of the proposed new British headquarters of FBA, Ltd., to be built at Haywards Heath. Sussex.

COMPANY NEWS

UNITED STATES BORAX AND CHEMICAL CORPORATION. — Net sales for six months ended March 31 were \$34.9 millions (\$32.8 millions for six months ended March 31, 1961). Gross profit was \$14.4 millions (\$12.4 millions).

AYRTON SAUNDERS & CO., LTD.—Consolidated trading profit for 1961, after charging all working expenses, is £63,558 (£78,450). Net profit, before tax, £27,650 (£44,373). Income and profits taxes, £15,322 (£19,816). Ordinary dividend of 6 per cent. is recommended.

JOHN WYETH & BROTHER, LTD.

—Mr. P. Keddie has been appointed deputy chairman of the company in addition to his position as managing director. Mr. L. A. Atkins now becomes financial director, and Mr. J. D'Este Eastes, production director, in charge of manufacturing operations at Havant.

BRITISH DRUG HOUSES, LTD.—Mr. F. W. Griffin, F.P.S., has been appointed to take charge of the wholesale division. Mr. H. Treves Brown, F.P.S., is to take charge of the overseas operations division. He is succeeded as secretary by Mr. D. E. Middleton. The "executive" responsibilities of three

directors have been "terminated." They are Mr. C. M. Hill, Dr. C. Ockrent and Mr. A. Rendall.

LAPORTE INDUSTRIES, LTD.—Mr. T. W. Howard has been appointed group labour officer for the Laporte group of companies. Mr. Howard has resigned from his appointment as chairman of Howards & Sons, Ltd., a wholly-owned subsidiary of Laporte Industries, Ltd., but remains a director of Howards & Sons, Ltd., and of Howards of Ilford, Ltd. Dr. F. S. Spring, F.R.S. (research director, Laporte Industries, Ltd.), has been appointed chairman of Howards & Sons, Ltd. Mr. P. E. Watson, who joined the Laporte group in 1948, has been appointed managing director of Howards & Sons, Ltd., and Howards of Ilford, Ltd.

ASSOCIATED CHEMICAL CO.'S, LTD.—The chairman (Mr. M. J. C. Hutton-Wilson) in his statement with the accounts for 1961 says that total sales value of chemicals was down by about 11 per cent. compared with 1960. Capital spending continues at a high level but he gives an assurance that he expects cash flow, supplemented by bank borrowings "which are expected to be available," to be sufficient to finance the capital programme over the

next year or two. On meeting foreign competition, the chairman says: "... at a time when industry is being inundated with exhortations to increase exports, it is difficult to understand the actions of a Government which increases the whole range of industrial costs by a material increase of tax on fuel oil and which, after calling for a pay pause in the National interest, allows a major breakaway to come from a nationalised industry."

IMPERIAL CHEMICAL INDUSTRIES, LTD.—At the annual meeting of shareholders on May 3, the chairman of the company (Mr. Paul Chambers), said that he still supported his earlier forecast that 1962 profits would be appreciably higher than those of 1961. But he added: "Although some improvement in 1962 may be expected from higher turnover, the main source of additional profits must be sought in improved profit margins due to greater efficiency. In the nature of things, any improvement in profits, achieved in this way is likely to be moderate." Earlier in his address, Mr. Chambers stated: "Highly competitive conditions are likely to continue with production capacities for many chemical products remaining in excess of decal products remaining in excess of demand for a time." I.C.I.'s aim must be to secure reasonable profits with a growing volume of business at lower prices and he instanced several ways in which costs were being reduced. One was by developing cheaper methods for manufacturing existing chemicals. recent development from research had been the introduction of a new process for the first stage of ammonia and methanol production—a much cheaper process than formerly employed. To obtain the full advantage of new products, particularly pharmaceutical products, production on a commercial scale must begin with minimum delay. That was one of the reasons for erecting new plants at Macclesfield (see p. 509).

IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

OF 231 currencies in use in the world today, 203 were decimal currencies, said Mr. W. PROUDFOOT when moving the second reading of the Decimal Coinage Bill on May 4. He acknowledged there was a mystique of the symbol £ that meant so much in the world's currencies. The 10s.-cent system would be the most desirable, and was set out in the Bill. The main unit was to be the new pound. Today's pound would be worth two new pounds. There would be a new penny of 1.2 pence. It would take perhaps two or three years to change over to the new system, and there would be two kinds of currency in use at the same time. The setting up of a Decimalisation Board as provided in the Bill was the most obvious and practical way of dealing with problems. It would be the responsibility of the community to compensate those who were put to expense because of a change. SIR BARNETT JANNER said that visitors from other countries using a decimal coinage system found the present system "ununderstandable." PETER EMERY suggested that when there was an obvious need for a radical change the Government should have the strength and courage to take action briskly. There was no need in his view to link a change to decimal coinage with a change to the metric system. It was estimated that the time of accounting and dealing with financial transactions would be cut by 75 per cent. Mr. BRUCE MILLAN was reluctant to support a measure in which the full cost of the conversion fell on the Exchequer. Mr. ANTHONY BARBER (Economic Secretary to the Treasury) considered it would be unwise to go further until the Committee of Inquiry had reported. The Committee were pressing ahead and it was

likely that its report would be available early next year. It was highly desirable that a decision should be made known so soon as possible. If the existing system was changed any new currency would be a decimal one as distinct from a duodecimal or any other system involving a multiplier other than ten. The decimal system was preponderantly used throughout the world and it was only by coming into line with other countries that the potential trade advantages could be reaped. The Government would need some time to consider the report of the Committee of Inquiry and decide what action to take, but there would be no undue delay. A considerable preliminary period would be necessary in the event of a decision in favour of decimalisation to enable all sections of the community to make preparations for the changeover. The debate was adjourned in accordance with procedure.

Psoriasis

MR. A. ROBERTS asked about the progress in the research on the treatment of psoriasis. MR. R. THOMPSON (Parliamentary Secretary, Ministry of Works) stated in a written reply on May 7 that he had been asked to answer the question. The cause of psoriasis was unknown so that in addition to clinical trials of various remedies a good deal of research was being undertaken into the ætiology of the disease. He was unable to publish a comprehensive list of hospitals undertaking research into psoriasis but relevant investigations were being carried out by the Medical Research Council in University Departments, within the National Health Service and by several pharmaceutical companies.

BUSINESS CHANGES

THE business at 37 Bolton Road, Bury, formerly conducted by the late Mr. S. S. Wright, has been closed.

ABBOTT LABORATORIES, LTD., Queenborough, Kent, have closed their depôt at 174 Millerston Street, Glasgow, E.1.

MR. FRANK MITCHELL, M.P.S., has taken over West Park Pharmacy, 257 Otley Road, Leeds, 16, previously conducted by Mr. J. Smith, M.P.S.

THE Manchester office of the Export Credits Guarantee Department has moved temporarily to Britannic Building, Fountain Street, Manchester 2 (telephone: Blackfriars 6236).

SHEFFIELD AND ECCLESALL CO-OPERATIVE SOCIETY, LTD., have opened a pharmacy in Pinstone Street, Sheffield, Mr. M. P. Healey, M.P.S., has been appointed manager of the pharmacy.

INTERNATIONAL NICKEL CO. (MOND), LTD., Thames House, Millbank, London, S.W.1, announce that on medical advice Mr. Cyril E. Wildman has relinquished his appointment as manager of the chemical sales department and has retired from active ser-

vice on a disability pension. The chemical sales department is to be merged with the metal sales department under the general management of Mr. P. J. R. Butler.

Appointments

HANIMEX (U.K.), LTD., 42 Lower Marsh, London, S.E.1, have appointed Mr. Lawrence Linehan their marketing manager.

UNICHEM, LTD., Broadwater Road, London, S.W.17, have appointed Mr. C. T. Stribley their representative in North and East London, Essex and East Anglia.

GERHARDT - PENICK, LTD., Thornton Laboratories, Purley Way, Croydon, Surrey, have appointed Mr. Edward Corderoy manager of their marketing division and also personal assistant to the managing director (Mr. R. Gordon Archer).

AYRTON, SAUNDERS & CO., LTD., 34 Hanover Street, Liverpool 1, announce that Mr. W. D. Massey, M.P.S., has joined the export staff of the company with particular interest in overseas drugs sales.

LONDON RUBBER INDUSTRIES, LTD., announce that Mr. D. L. Evans who recently joined the company as a representative, is to take over the South Wales area from Mr. P. G. Pickering on June 1. Mr. Pickering is retiring after twenty-one years' service with the company.

PERSONALITIES

MR. C. H. PATRICK, M.P.S., who has been absent from his Twyford, Berks, pharmacy for eleven months suffering from osteo-myelitis, has now made a good recovery and has resumed personal control of the business.

DR. T. D. WHITTET (chief pharmacist, University College Hospital, London) has been elected a member of the council of the section of the history of medicine of the Royal Society of Medicine.

MR. ALAN BROWN, who is Member of Parliament for Tottenham and a pharmacist, has joined the Government benches. He entered Parliament at the General Election as a Labour Party member but resigned that party's whip in March 1961.

MR. NORMAN LANDER, M.P.S., 355 Wakefield Road, Huddersfield, is retiring in May from the local town council, of which he has been an elected member for fourteen years. Mr. Lander has served on the local Pharmaceutical Committee for thirty-three years and has been chairman of the Huddersfield Branch of the Pharmaceutical Society.

MR. DESMOND FLANAGAN, the new president of the Irish Pharmaceutical Medical Representatives' Association (see p. 504), is sales manager for Eire for Innoxa, Ltd. A recently registered druggist, he served his apprenticeship with Mr. Con Mannin at Townsend Street, Dublin, and was attached to the retail side of pharmacy for thirteen years before going on the road for Gillespies of Finglas. Later he transferred to Gala, Ltd., but for the past three years

has been with Messrs. Innoxa. A keen golfer, he is a member of the Chemists' Golfing Society and of the Clontarf club

Mr. W. K. OLIVER, M.P.S., M.Inst. M.S.M., whose resignation from the general sales managership of Boots Pure Drug Co., Ltd., was announced recently (C. & D., May 5, p. 486), stated in a letter published in The Times on April 28 that his only reason for retiring was a difference of opinion with the board on a matter of sales policy which he regarded as fundamental. In view of that, he considered that it would be wrong for him to continue to occupy his position.

DEATHS

ALLAN.—Suddenly, on April 30, Mr. Robert Watt Allan, 20 Woodburn Avenue, Aberdeen, aged sixty-two. Mr. Allan was the managing director of Wm. Davidson, Ltd., Palmerston Road, Aberdeen. He joined the company as office boy in 1915.

BOOTH. — At the Duke of York Nursing Home, Bradford, on May 1, Mr. Reginald Booth, M.P.S., 11 Wrosse Road, Bradford, Mr. Booth, who qualified in 1920, had been managing director of J. H. Stancliffe, Ltd., 20 The Green, Idle, Bradford, since 1929. He had been director and secretary of the Bradford Chemists Alliance since 1945. A former chairman of the Bradford branch of the National Pharmaceutical Union and of the Bradford Pharmaceutical Committee, of which he had been a member for thirty years, on the Executive Council he served on the Finance, Allocation and Ophthalmic Services Committees, Mr. Booth was a member of the Hope Lodge of Freemasons. Paying a tribute to Mr. Booth on May 2, the secretary of the Executive Council (Mr. Leonard Heap) said "All the Council members will feel that they have lost a friend and helpful colleague. He has always been extremely helpful to me and always willing to give advice on technical matters beyond the understanding of the layman."

NAYLOR. — On April 28, Mr. Henry A. Naylor, M.P.S.I., 23 Pearse Street, Athlone, Eire. A native of Listowel, Mr. Naylor qualified in 1930 and conducted a pharmacy in Athlone for a number of years. He was chairman of Westmeath Pharmaceutical Federation, and was a delegate to the Irish Drug Association. Mr. Naylor had been in failing health for some months but always took a keen interest in all activities aimed at improving the lot of the pharmacist. A daughter, Mary, is at present studying pharmacy.

PICKERSGILL.—On March 30, Mr. Jack Pickersgill, M.P.S., 69 High Street, Dorking, Surrey, aged forty-eight.

PRATT.—Suddenly on May 5, Dr. David Doig Pratt, C.B.E., LL.D., 17 Ormond Crescent, Hampton, aged sixty-eight. Dr. Pratt was the late director of the National Chemical Laboratory, Department of Scientific and Industrial Research, Teddington, Middlesex.

WILSON.—On April 28, Mr. William Wilson, of R. Sumner & Co., Ltd., 40 Hanover Street, Liverpool, aged

forty-eight. Mr. Wilson was for some years a representative in the Yorkshire area, and more recently, in the Wirral, Cheshire.

WRIGHT. — Recently, Mr. Sidney Smethurst Wright, M.P.S., 238 Ainsworth Road, Elton, Bury, Lancs. Mr. Wright qualified in 1919.

BRANCH EVENTS

BOURNEMOUTH

Annual Car Rally

The annual motor car rally of the Bournemouth Branch of the Society was held on April 29. Nineteen cars took part and eighty-five people were involved in all. The complete route was just under 60 miles and was divided into two sessions by a picnic lunch on the village green at Sempley. The route was chosen for its scenic beauty, which was enhanced by the perfect day. The final lap through Wilton led to Salisbury where tea was taken. Throughout all the organisation was in the hands of Mr. Claude Walker (Evans Medical, Ltd.), and Mr. J. H. Taylor (Branch chairman). Mr. D. F. Smith (chief pharmacist, Boscombe hospital) won first prize, with an almost faultless performance, but he was closely challenged by Mr. H. H. Baker, Verwood. Mr. H. Ridehalgh (a member of Council) and Mr. Jack Phillips (Branch secretary), were well placed at the other end but were beaten to it for the "booby prize."

HARROW

Pharmaceutical Service in Malaya

After the business session of the annual meeting of the Harrow Branch of the Pharmaceutical Society on April 9, Mr. J. Carey (chief pharmacist, Edgware General hospital and a branch committee member), gave an account of his service as a pharmacist in the medical department of the Government of the Federation of Malaya, illustrating his talk with a colour film which he had shot mainly during vacation periods. The task of the pharmaceutical organisation there, he said, was to obtain all supplies required in Government hospitals and dispensaries and to distribute them to the stores in each of the eleven States of the Federation. The Federal stores were at Kuala Lumpur, capital of the country, and at Penang, and attached to each was a pharmaceutical laboratory. The laboratory at Kuala Lumpur produced galenicals, injections and trans-fusion fluids, the laboratory at Penang being mainly concerned with the manufacture of tablets and galenicals. addition to purely pharmaceutical duties, the pharmaceutical chemists were called upon to act as inspectors under the Poisons and Dangerous Drugs laws; and to advise on any matter on which their advice was requested, such as the installation of a new State laboratory for the production of sterile medicaments or the fittings for an operating theatre. Liaison with other Government departments included co-operation with the police department to trace illegal imports of prohibited poisons, and with the Customs department to enable imported medicines to be classified for duty.

MANUFACTURERS' ACTIVITIES

Record-breaking Entry.—A record-breaking entry of 77,000 was received in the 1962 Miss Pears "Preparing to be a Beautiful Lady" competition, which closed on April 30, an increase of 13,000 above the 1961 entry, The finalists, chosen to represent six regional areas, will come to London for the judging on May 29, when actor/comedian Spike Milligan will present the winner with a cheque for £500 and give the five runners-up £50 each.



FOR FAMINE RELIEF: Mr. J. C. Clay (left) accepts from Mr. D. F. Etchells (a marketing executive of Burroughs Wellcome & Co.) a gift of oral polio vaccine for the Oxford Famine Relief Fund. The consignment (sufficient to immunise 100 Algerian refugee children in Morocco) was taken by Mr. Clay by air to Casablanca. Triple antigen and tetanus vaccine were also supplied to protect the younger children against diphtheria, whooping cough and tetanus and the older against diphtheria and tetanus.

Cash Awards to Stockists.— Main prize-winners in the private traders' section of a Yestamin stockists' scheme held in East Anglia during a period of six months were Wellingborough Cooperative Society, Ltd.; Northampton Co-operative Society, Ltd.; A. V. Ralph, Cambridge; K. M. Moseley, Northampton; Frank Smith & Son, Norwich: and A. T. Brodie, Stamford. Under the scheme cash awards were made to chemists and their assistants based on the number of Yestamin bottles sold. Chemists were split into three groups (large multiples; town-centre shops; and others). The three shops in each division which sold most bottles of Yestamin were awarded cash prizes of £50; £30; £15. There were also special managers' prizes and consolation awards of £1.

A Gold Watch for Long Service.—A record number of 440 diners (50 per cent. of them members of the staff) testified to the expanding activities of the Macarthys group of companies (Macarthys, Ltd., Romford Laboratories, Ltd., H. B. Dorling, Ltd., and Liberty Pharmacies, Ltd.) at their an-

nual dinner in London on April 26. Mr. E. E. Farrant, who presided, was pleased as "no longer a working director" to meet his old friends and fellow directors, Messrs. F. C. Ritchie and John Macmillan. An "official" welcome to the guests, among whom were Mr. H. W. T. Layer (chief pharmacist, Warley Hospital) and Mrs. Layer, Dr. and Mrs. P. Steen and Mr. R. E. Frizzell, was given by Mr. A. R. Ritchie (managing director of the holding company, Macarthys Pharmaceuticals, Ltd.), who spoke warmly of the co-operation the companies received from their staffs. Mr. E. E. SAUNDERS (Macarthys, Ltd.) acknowledged for the staffs. High spot of the evening was the presentation to Mr. E. Wastell of a gold watch inscribed "Presented to E. Wastell, Esq., by H. B. Dorling, Ltd., in appreciation of loyal and valued service for over thirty years to date. April 1962."



HOTEL CHEF-D'ŒUVRE: Mr, John Curtis (a director of William R, Warner & Co., Ltd., Eastleigh, Hants), congratulates the chef of the Flemings Hotel, Mayfair, on the gateau he made in the likeness of a pack of Gelusil Lac, the company's new product for the treatment of peptic ulcer and indigestion, The occasion was a conference of the company's representatives at which they were given a briefing on the new product.

Laboratory Furnishings Contract.—Baird & Tatlock (London), Ltd., 14 St. Cross Street, London, E.C.1, have secured the contract for laboratory furnishings in the new CIBA Research Centre, Bombay, India. Eighty laboratories are involved, with a total floor area of 36,000 sq. ft.

Paper Towel-holders in New Houses. Two house-building companies, Dolphin Development Co. (a member of the Costain Group) and Unit Construction Co., Ltd., are fitting holders, complete with a new Scottowels kitchen roll in every kitchen of new homes they are building.

Award-winning Design.—One of the ten 1962 Design Centre awards went to the new Vacco de luxe vacuum flask illustrated, which was designed by Mr. L. Leslie-Smith for Vacco, Ltd., Grosvenor Gardens House, Grosvenor Gardens, London, S.W.1. In their comments, the judges agreed that plastics had been used, not merely as a substitute for plated metal, but because plastic materials offered advantages. They admired the clean lines of the casing and the functional detail; the clip fastening of the cup; the "stopper that does not leak," and the shockabsorbent mounting. During the period of development the flask was tested against breakage by routines designed to discover its reactions when dropped, tipped over, filled with boiling water, or struck with measured blows by a machine. It was also tested for liquid tightness, and the cup for strength and for comfort in handling when full of



hot liquid. A mechanical test was applied to establish the correct pull-off load to disengage the cup, measured over a period of time to allow for wear. The vacuum bottle was tested for dimensions, thermal insulation and strength under shock. The flask (capacity 16 oz.) is available in three colours (red, blue and coffee).

AWARDS FOR LONG SERVICE: Mr. I. V. L. Fergusson (chairman and managing director, Evans Medical, Ltd., Speke, Liverpool, 24), presents a long-service memento to Miss A. Reading. Present were other employees of the company who have recently completed twenty-five or forty years' service with the company (a total of 220 years' service).



Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

What Matters in Pharmacy

SIR,—As one of the 3,900 pharmacists acting as superintendents to bodies corporate, I have come to the conclusion that many of our difficulties today in pharmacy come, not from those whose names are on the register, but from vested interests and others that do not give two hoots for pharmacy or pharmacists. Much has been spoken and written during the past year or so about pharmacy's being a profession. If we are going to demand a professional fee we must do the work ourselves, and the idea of dispensing "under supervision" (which has never been defined!) must be eliminated. We must be prepared to accept great changes, and the raison d'être of those changes must be established and proved to be in the public interest. Quoting from an edi-torial in the Society's journal, "in the long run it is the patient's welfare that matters." Those are inspired words. The fate of pharmacy and pharmacists should not be decided by unqualified people, Uncle Tom Cobleigh on a Coperative Society, or Bill Moneybags with a few thousand pounds invested in a multiple firm of chemists.

PHARMACY FIRST

Ammunition and Who Should Fire It

SIR,—Your correspondence columns are always full of grouses from pharmacists that traditional lines are not only getting to the grocers but are also having the price "cut." We have received a circular letter from Keldon, Ltd., complaining that they are not getting the backing from the trade for their "chemists only" line Fravita for this pharmacy our sales of Fruvita for the winter season were greater than eight to one compared with Ribena, which can be bought in any huckster's shop at less than face price. Keldon have produced a first-class line. They have put the ammunition into the chemist's hands. Are they to be expected to fire the gun as well? Let these myopic gentlemen, your correspondents, beware lest one morning they wake and find, perhaps justifiably, that Messrs. Keldon have been forced to put their products elsewhere. After all, they have to pay their way, as we all do. One can imagine the outraged cry that will go up if that should happen. In the meantime, what about getting behind manufacturers with such good intentions? We owe it to them.

ERIC J. COOPER, Hitchin

North-easterners Quiescent?

SIR,—Three correspondents from the south coast appear to be irate at the antics of the Winthrop group. What amazes me is that I recollect no chemists in the N.E. areas having similar expressions when the Winthrop group did another "X" début with all and sundry. Are they more hot-blooded in the south? Knowing the introduction

in the North-east of the group's product Panadol under another name for the grocery chain-stores, I was surprised not to see some caustic expressions by North-east chemists regarding the plugging by the Bayer section of the Group emphasising that their brand of paracetamol was not to be hawked around just anywhere. I am confident that, if all chemists were to react to the company's propaganda and make "counter" lines of items like Actal, Hayphryn, etc., the equivalents would rapidly follow into the non-pharmaceutical distributing outlets. I wonder if I am alone in my suspicion of all big drug groups, which have facilities for duplicity through their various "divi-sions." It seems an awful thing to say, but I preferred Bayers when they were an "enemy property."

F. C. BENTLEY,

King's Lynn

Pauperising Members?

SIR,-Many pharmacists must have marvelled yet once more at the latest example of apparent lunacy in the Council of the Pharmaceutical Society, this time in the advocacy of their report on the General Practice in Pharmacy. But perhaps a certain method may be detected in this madness. The number of pharmacists in this country who would be able to make a decent who would be able to make a decem-living from purely professional phar-macy can only be guessed at, but is it much more than five seven, at the most ten thousand? What is going to happen to the remainder? No other organisation in the world can have the official policy of pauperising its members, but the present policy-makers of our Society will apparently sacrifice everything in their lemming-like pursuit of pure pharmacy, and I some-times wonder if their secret hope is that, in order to keep our hands free to sell everything other than scheduled poisons and so make a living, many pharmacists would allow their subscription to the Society to lapse and thus become druggists and general traders, subject no longer to Bloomsbury insubject no longer to bloomsoury inspection and the Statutory Committee, free of N.H.S. and the need to be tied to the shop. I think some of the grey eminences at the head of our affairs would be delighted if this happened would be delighted if this happened, and I must confess that this course has often seemed far from unattractive to me, especially during the past year or

ANTI STAR CHAMBER

"Back Where We Started"

SIR,—I would expect to read in a grocer's periodical, or in the Cut-price Stall-holder's Weekly, but not from a manager of a reputable firm of chemists, the old argument that, if I cut my prices while my competitor chemists keep them up, I increase my turnover. That we all know—and we also know that, once we start cutting our prices, we are back where we started, and in fact, worse off than before. I am sur-

prised at the argument concerning the good Mr. Brooker (see C. & D., April 21, p. 425) is doing his customers by selling things at "realistic" prices selling things at "realistic" prices (then, perhaps, at a later date, writing then, perhaps, at a later date, writing to his M.P. about the nasty manufacturers who won't supply him with goods because he wanted to sell at a "realistic" price). I wonder if his idea of "realistic" prices consists in selling double packs of toilet rolls at 1½d. cheaper than I can buy them? I am selling cine cameras at "realistic" prices, and so far my stock value has dropped £300 from one firm alone (to meet Japanese competition) and I think we are beginning to wonder where it will all end. The argument that our negotiators are using is that if prices are not maintained, we cannot subsidise the National Health Service. If the Government see that one firm can do this, they will think we all can. The reason Mr. Powell can treat us as he does is that we are far too busy cutting each other's throats instead of combining and cutting his. I don't think many of us agree with trade-I don't union methods today, but one must admit that their loyalty (misguided though it is) and restricted practices (wrong though they may be) have placed them in a strong position for negotiation, which we are not.

H. G. A. CRIPPS,

Hitchin

Respect for the Law

SIR,—Mr. Patrick's "reasoning" (C. & D., April 14, p. 398) now becomes quite clear: "Obey only those laws that suit you, and ignore those that you do not like." This is what is known as anarchy. I may be old-fashioned, but I cannot see how a deliberate breach of any clearly stated law can be dismissed as "trivial." I agree that it is undesirable for the multiples to sell codeine compound tablets, or any other potent drug, at bargain prices; but it is quite legal, whereas any over-thecounter sale of hydrocortisone is not. A situation that is legal but deplorable will not be remedied by a policy of deliberate breach of other laws, neither as "protest" nor for the benefit of the till (which, directly or indirectly, is the real, true reason for all illicit sales, whatever anyone may say to the contrary). Possibly it is not nice for the Society's inspectors to have to "make an example" of a pharmacist; but if all pharmacists could be trusted to know the law and to obey it, none need ever fear being "made an example," and none need ever fear any visit of inspector or agent provocateur. While there still exist pharmacists who cannot be trusted, the tactics of the Society's inspectors are justified, whether we like them or not, and every successful case that they bring merely serves to prove this. I do not believe that the inspectors ever set out to "catch" a pharmacist unless they are pretty sure that they will succeed—that is, unless they have

reason to believe that the pharmacist in question is already guilty of reprehensible conduct, and are merely seeking proof. The Society's inspectors perform a task which, unfortunately, is a necessary one, but no law-abiding pharmacist is ever in any danger from them. Why should a magistrate need to be conversant with the potency of poisons? All he needs to know is what the law is. It is not his concern why it is what it is. Pharmacists, too, are supposed to know the law as it affects them professionally. That is why I suggest that any pharmacist found guilty of a deliberate breach of pharmaceutical law should have his name removed from the Register, and not have it restored until, by passing the Society's forensic examination, he had proved that he did know the law, and that there was no excuse for not obeying it. I was going to suggest that this penalty should not be invoked for purely technical offences, but I have refrained from doing so, since Mr. Patrick's view of the meaning of the word "technical" differs very much from mine. However, it is good to know that Mr. Patrick himself need have no fears. He obviously respects the law, even if he is a little muddled over it. (Should he not also label his customer's stomach with a list of active ingredients in their proper proportions?) Next time I am in Twyford I think I shall have to call on him for a draught of mist. kaolin. sed., just to see what happens.

JOSEPH SOAP

Voting at the Special Meeting

SIR,—Whilst I realise that the prime function of a weekly periodical is to gain the attention of its readers by emphasising its own particular views, I feel that to completely misrepresent the facts as you did in your opening statement on p. 480 of the C. & D., May 5, 1962, was deplorable. In fact, less than a handful of people voted against the main resolution. In answer to your editorial comments on the insensitivity of the movers of the main resolution, they were not alone in their deafness, as no amendment to the resolution was proposed from any section of the Hall. In my opinion the information given from the platform in no way affected the desires and aims contained in the resolution but only the method of achievement.

J. BUNDRED, Sunderland

[Our correspondent is correct about the figures and we apologise to all those who supported the resolution for an error due to a misreading after return to London of notes made at Birmingham. The resolution itself was, indeed, carried by an overwhelming vote.

—EDITOR.]

SIR,—To read the editorial comment in the C. & D. (May 5, p. 689), anyone not present at the Birmingham meeting would assume that the resolutions passed were forced through by a minority of ill-advised hotheads. Though the behaviour of some of those present was deplorable, their outbursts were only an indication of the prevailing climate of opinion throughout the profession—anger at the Minister of

Health and the Council of the Society alike, the former for his lack of consideration for our demands, the latter for their inability or unwillingness to act on our behalf. The Council has presented a report on the General Practice of Pharmacy, the recommendations of which they presumably intend to implement, but while wishing us to maintain a high professional standard (and what pharmacist would quarrel with that ideal?) they are not willing to ensure that it is possible to make an eating wage from the pure profession, much less maintain the standard of living to which we are entitled. To say that the movers of the main resolution were deaf to information given from the platform is possibly true, but the editorial comment implies the wrong reasons for that attitude. Neither Mr. Adams nor Dr. Dewar told us anything which is not already well known, and to suggest that the instigators of the resolution had not considered at length the implications of the motion does them less than justice. We felt does them less than justice. that any attempt to control the meeting from the platform was to be resisted. We also felt that to introduce any details of our requirements at this stage would only confuse the meeting, and introduce the possibility of the motion being "filibusted" out of existence. The Editor suggests that the Council might have been instructed to take legal advice and then report back (presumably to another special general meeting). However, one assumes that the Council will not take decisions affecting the whole future of pharmacy without informing the membership, in one way or another, of the situation. They are, after all, our elected representatives. One would prefer to preserve the image of the Council acting in as democratic a manner as they did at Birmingham. Further, no member would wish the Society to attempt to control non-pharmacists, even if that were possible. We want only unity within the profession, with some legal backing to any move we may consider to be desirable in the future. The comment that the Council would, before future moves, need to be assured of greater numerical support than carried the motion at Birmingham, presumably refers to the inaccurate report on p. 480 that the resolution was carried by 149 votes to eighty-one. This, in fact, was the majority which carried a resolution that the motion be put to the vote. The main resolution itself was carried by such a sweeping majority that no count was taken. Finally, and I trust that you will bear with me for making such demands on your space, if you wish to hear of more specific directives for the Council as a result of this meeting, I suggest that you may not have long to wait.

JOHN HIATT,
Coventry

'e admit our error over the figure

[We admit our error over the figures, but even a unanimous vote, put at the estimate one speaker made that 400 members were present, represents only a small proportion of the membership. It was to that as much as to the voting figures that our comments related. Democratic procedures would undoubtedly, as Mr. Hiatt suggests, dictate reference back by the Council to

members, if that had not been expressly ruled out by the words "and act upon" in the resolution.—EDITOR.]

SIR,—As one of your regular readers and also as one of the members present at the special general meeting of the Pharmaceutical Society held at Birmingham on Sunday, April 29, I must protest at the tone of your editorial and at the inaccuracy of the first paragraph of your report on that meeting. I can only violently disagree with the impression of the meeting given in your editorial, but I must demand a prominent correction of the statement that the main resolution was carried by only 149 votes to eighty-one. As you must know by now, the resolution was carried unanimously.

R. DICKINSON, Newcastle-on-Tyne, 1

SIR,—With reference to your report on the special general meeting of the Pharmaceutical Society at Birmingham on April 29 (C. & D., May 5, p. 480), I would like to say you should attempt to get your facts correct. You state that the main motion, relating to the Society becoming the "supreme controlling body" was carried by 149 votes to eighty-one. However, the vote was taken on whether the vote should be taken on the main motion. The actual motion was carried with only two dissenting votes. I would like to associate myself with the remarks made by Mr. Darke (C. & D., May 5, p. 487). The complete apathy of the few members and prospective members of Council present, with the exception of Mr. W. M. Darling, leaves one wondering if they have any interest in the opinions of members of the Society and whether any action will be taken on the motions passed at the meeting.

JOHN C. PACE, Newcastle-on-Tyne

SIR,—Your report of the Birmingham special general meeting is not accurate. The meeting was called for by fifty-seven signatories from Coventry (whom you have ignored) as well as by forty-eight of E. C. Tenner's "wild men." The main resolution was not carried by 149 votes to eighty-one as stated, but was carried with but a single handful of dissentients. This sort of publicity—aimed at the group of North-easterners who threw out your champion, is most unfair and unjustified. Without dwelling on details, I merely demand that you publish corrections, Your attitude amazes me. No one should be more au fait with our plight in our battle with Powell than yourself, Yet every step made is condemned. No wonder there is lack of absolute unity in the profession. It is obvious that the Press is not wholly blameless in this respect, Do you really believe that a national profession as a whole has a right to be dictated to by (a) an over-ambitious Minister? (b) the unqualified board of a multiple? I know you don't! Then why not help and stop hindering.

G. H. EALES, South Shields

[We share our correspondent's aims. Our reservations are over methods.—EDITOR.]



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Patents in 1961

THE Comptroller-General's annual report on the work of the Patent Office during 1961 remarks that the numbers of patent applications, and of complete specifications filed, were the highest ever received in one year. Altogether 46,811 applications were received and 28,871 patents sealed. At the end of 1960 36,695 complete specifications remained unexamined. The corresponding figure had risen, by the end of 1961, to 38,305—a disappointing situation, as the Comptroller admits, especially since, in his previous report, the Comptroller was able to report a reduction in the backlog of unexamined specifications for the first time in eight years. A recent increase in staff at the Patent Office will, it is hoped, enable any further deterioration to be avoided and lost ground retrieved.

The report refers to public comment about the length of time it takes to obtain a patent, pointing out that applicants tended to seek the maximum time available. In 1961 2,460 applicants, against 2,053 in 1960, paid the fee for an extension of time. Applications from abroad showed a tendency to increase more rapidly than those from British inventors. There were 5,677 applications from Germany, 1,968 from France, 1,476 from Switzerland and 9,574 from the United States of America, while applications from Japan numbered 604 (more than 50 per cent. higher than in the previous year).

The Comptroller makes reference to "notable activity" relating to antibacterial drugs, the chemical production of new penicillins, organophosphorous insecticides, and organo-boron compounds (used in rocket

fuels and pesticides).

Applications for trade marks in 1961 numbered 1,331 fewer than a year earlier. In all, 10,841 marks were registered—a post-war record—and inroads were made into arrears of work on applications brought forward from 1960. Marks advertised in Class 5 (pharmaceutical, veterinary and sanitary substances, etc.) again showed the greatest number of registrations (of 1,164 advertised, 1,141 registered; against 1,068 and 984 respectively in 1960).

The interest of the pharmaceutical industry in patent and trade mark matters is paralleled in some degree by its research activity (£7.5 millions in 1961). Both appear to be on an upward trend, but the full import of the action of the Minister of Health in using section 46 of the Patents Act to obtain certain groups of widely used drugs for the Hospital Service has yet to be manifested.

Insurance Risks of an Occupier

A RECENT High Court case proved a salutary lesson in the importance of giving due attention to the risks against which a person is covered by his insurance policy. In the case referred to (Sturge v. Hackett) the policy provided cover against "all sums for which the assured as occupier may be held legally liable." The question raised was whether the insurers were bound to indemnify the person taking out the policy against claims made by third persons who were occupiers of separate parts of the same building, which had been damaged by fire occasioned by the acts of the assured person. The material facts were that the building was let out in different parts to different tenants, of whom the assured was one. He was attempting to smoke out birds' nests in the eaves outside the part of the building which he himself occupied, and for that purpose inserted a burning paraffin-soaked rag, attached to the top of a long pole, into the base of a nest. A piece of burning straw from the nest was carried by the wind and lodged in a crevice of the wooden roof. The tinder-dry building immediately caught fire and was burnt out.

Claims were made against the assured person by the owner and tenants of the other parts of the building, but the insurers disclaimed any liability. The court held that, under the policy, the insurers were not liable.

The decision rested on three important facts. First, the part of the building to which the burning rag was applied was not let to the assured. In other words he was doing something on, or to, other people's property. in which he had no legal interest. That part of the building had not been let to him, and he was not the occupier of it. Secondly, his action in attaching the burning soaked rag to the nest was regarded by the court as being a negligent act, so that his responsibility in law for the damage caused rested solely on negligence, and not on any breach of duty which the law imposed on occupiers of property as such. Thirdly, the terms of the policy were explicit that cover was being given only against claims that might be made by third parties against the assured as occupiers of the part of the building in question. Occupiers may be liable for damage caused to others on the ground of nuisance or negligence, but their liability for negligence would be based on negligent acts or omissions on their part "as occupiers" of property. In the case in question the assured's negligence was negligence in a general sense, and not in the limited sense of negligence as an occupier. Had the fire originated in the part let to and occupied by him, the policy would have covered him, since his liability to third persons would have been as an occupier. That, however, was not the case.

CHIPPINGS AND DROPLETS

From the C. & D., February 15, 1862.

TYNDALL'S PURE PHILOSOPHY

OF this there are the most precise indications; and amongst them, none are more apparent than the importance given by the daily Press to the record of scientific proceedings. Many of our readers must well remember the time, when that leading organ of public journalism, the *Times* newspaper, made sport of the British Association; turning the proceedings of that body into ridicule, and laughing at those whom it was pleased to call the "peripatetic philosophers." The case is altered now. Newspapers speak of scientific men with respect.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN SCALE OF PROFESSIONAL FEES

Committee's work virtually complete

HE Committee on the Scale of Professional Fees has virtually completed its work and it hoped to present a report after holding a further meeting. That information was given to Mr. J. C. BLOOMFIELD at a meeting of the Council of the Pharmaceutical Society held in London on May 1 and 2 after he had expressed the concern of members in Portsmouth at the time taken by the Committee to carry out its task.

The Council gave preliminary consideration to the discussion and resolutions passed at the special general meeting held in Birmingham on April 29. Further consideration would be given to the business transacted at that meeting at the next meeting of the Council, which would take place after the annual general meeting, when similar matters are to be discussed.

At the opening of the meeting THE PRESIDENT announced with regret the death of Mr. William Joseph Thornton (president of the Pharmaceutical Society of Northern Ireland). It was agreed that a message should be sent to the Society expressing sorrow and sympathy.

Effervescent Tablets of Potassium

The Council agreed to the publication of the following statement amending the British Pharmaceutical Codex, 1952, to include effervescent potassium tablets:-

An article is to appear in the June issue of the Prescribers' Journal, describing the use of these tablets and it is considered desirable that the reference should be to tablets of an "official" formula rather than to a formula in, for example, the Drug Tariff. The formula for the tablets will appear in the next edition of the British Pharmaceutical Codex, but at present the standard, other than the test for disintegration time, is not complete.

BRITISH PHARMACEUTICAL CODEX 1959

The Council of the Pharmaceutical Society of Great Britain have authorised the publication of the following amendment to the British Pharmaceutical Codex 1959.

AMENDMENT Part VI

Page 1146

Add the following monograph

TABLETS OF POTASSIUM, EFFERVESCENT Effervescent Potassium Tablets

(Tabellae Potassii Effervescentes; Tab. Pot. Efferv.)

Potassium bicarbonate ... 500 mgm. Saccharin sodium Potassium acid tartrate ... 300 mgm. Mix, and prepare by moist granula-Anhydrous citric acid ... 200 mgm. tion, using a non-aqueous liquid ... 200 mgm. Sucrose, powdered excipient, and compression.

Standard

Disintegration. Maximum time, 3 minutes.

Storage. They should be stored in well-filled well-closed containers which prevent access of moisture, in a cool place.

Effervescent potassium tablets should be dissolved in half a tumbler of cold water before administration. Each tablet contains 6.5 milli-equivalents of potassium, K+; this is the same quantity as in Potassium chloride tablets, B.P.

The Public Services Committee reported the receipt of a letter from the secretary of the British Pharmacopæia Commission indicating that, in view of the delay in progress with the Weights and Measures (No. 2) Bill, which would provide for the use of metric equivalents of strengths of "dosage-form" preparations in the British Pharmacopæia, the British Pharmaceutical Codex and the British National Formulary, consideration had been given to an alternative method of procedure for the British Pharmacopæia 1963, namely:

1. The apothecaries system will not be used in the statement of doses of drugs.

2. To state in metric units the strengths of preparations to be dispensed or supplied in the absence of directions. For example, under Acetylsalicylic Acid Tablets the statement will read: "If the quantity to be contained in a tablet is not stated, tablets containing, in each, 300 mgm, shall be dispensed or

3. In an Appendix give a table of corresponding apothecaries and metric weights, as set out in the statement issued in

September 1960.

4. In the General Notices give authority to dispense or supply the preparations, for which the change had been made, in the corresponding apothecaries strengths stated in the table for a period to be agreed with the interests concerned from the date

on which the Pharmacopæia becomes effective.

5. In the General Notices include a statement to the effect that when pharmacopæial tablets, capsules and injections are prescribed or demanded in apothecaries units, preparations compounded in the corresponding metric amounts shown in the table should be dispensed or supplied, care being taken to comply with the provisions of the law. A period of "grace," as under 4 above, will be provided. The position in respect of those preparations which are subject to the provisions of the Poisons and Pharmacy Act and the Dangerous Drugs Act will be raised with the Ministry of Health.

The Society's views on the proposal were invited. The Council approved the Committee's recommendation that the proposal should be accepted, provided assurances were obtained from the Ministry of Health that pharmacists would be fully protected from the possibility of legal action. It was also reported that an Order of Council had been made confirming and approving alterations in the by-laws to permit a demand for the payment of a retention fee to be sent either by recorded delivery or registered letter.

Following a report that a pharmacy had been filmed to be featured in the I.T.V. programme "Candid Camera," the attention of the proprietor and of the programme company had been drawn to the unsuitability of pharmaceutical premises for such a programme. In consequence the film had been destroyed and the programme company had asked that publicity should be given to the Society's views, as a number of unsolicited offers of co-operation had been received from other pharmacists in various parts of the country. The Ethical Committee recommended and the Council decided that that step should be taken.

MR. C. W. MAPLETHORPE presented the minutes of the meeting of the Education Committee held on May 1.

A letter was received from the Wellcome Trust which stated that the trustees had agreed to allocate funds sufficient to enable two Wellcome Pharmaceutical Research Fellowships to be awarded annually for three years from October 1.

In order to carry into effect decisions on various matters reached earlier, the Committee recommended that the following alterations be made in the examination regulations for Registration as a Student and the Entrance examina-

- (a) Deleting the requirement that applicants should present evidence
 - (i) of having passed subjects at the Ordinary Level in the examination for the General Certificate of Education, or (ii) in the case of Scottish examinations, in particular

subjects;

(b) permitting mathematics to be offered as an alternative to biology, botany or zoology at Advanced Level in the examination for the General Certificate of Education, or to biology in the Society's Entrance Examination;

discontinuing the Entrance Examination held in December and that these alterations be submitted to the Privy Council for approval.

(To be concluded)

ZÓ VILLUNA REASONS WHY YOU SHOULD STOCK & SELL

COMFY HAIR ROLLERS

This Spring and Summer there's powerful advertising behind COMFY hair rollers—the popular hair rollers with exclusive GOLD thread!

- * **TELEVISION**—Commercials will be appearing on Midlands T.V. up to the rate of 3 per week at peak viewing time. And there are over 2 million women viewers in this area—all potential COMFY customers!
- * **NATIONAL PRESS**—Over 7 million women readers of the DAILY MIRROR will be reached by large COMFY advertisements running regularly throughout the campaign!
- * WOMEN'S MAGAZINES WOMAN'S OWN, MIRABELLE, MARTY, MARILYN . . . there are over 10 national magazines on the COMFY advertising schedule—a grand total of over 15 million women and teenage readers for you to sell to!

FREE! A free Self-Service Counter Stand is yours for the asking with this special COMFY Roller promotion. There are generous trade terms and discounts, too! Price-reduced to beat surcharge, COMFY stay reduced to give you extra profit! See your rep. when he calls or write direct—NOW!

Confy HAIR ROLLERS
WITH THE GOLD THREAD

they're better sellers because they're better rollers . . . and NOW they're advertised, too! from 5d. each retail—with or without brushes. URGENT ENQUIRIES NOW please—to your usual wholesaler or direct to:

DEVON HAIR AIDS LIMITED . CRADOCK ROAD . LUTON . BEDS.

Tel: LUTON 53471



big space medical advertising for

DROXALIN

will bring greater counter sales

ACTIVE INGREDIENTS

Dried Aluminium Hydroxide Gel. B.P. 2 5 grain Magnesium Trisilicate B.P. 2-5 grains

Display DROXALIN on YOUR counter now

During the coming months, large space
Droxalin advertising will appear in the Medical
and Nursing Journals, and every Doctor in Britain
will be contacted with a unique promotion for Droxalin.
Pharmacists can expect immediate counter sales following
increased prescribing of Droxalin, and should display and recommend
Droxalin confidently as an extremely palatable quick-acting Acid Adsor-

Droxalin confidently as an extremely palatable quick-acting Acid Adsorbent which has the strongest medical approval for the relief of pain in Gastric Ulcer, Indigestion, Sickness of Pregnancy and allied conditions.

DROXALIN

THE ACID ADSORBENT WITH STRONG MEDICAL APPROVAL

PHILLIPS, SCOTT & TURNER . SURBITON . SURREY



ITS NATIONAL BABY WEEK!

NATIONAL HABY WELFARE COUNCIL TAVISTOCK HOUSE NORTH TAVISTOCK SQUARE LUNDON, WALF

To enable chemists to make arrangements to participate to the best advantage in the National Baby Week organised by the National Baby Welfare Council, the C. & D. devotes a number of pages in this issue to products and services for which the young mother comes by first preference to the pharmacist. A number of contributors suggest ways in which an early purchase by the mother or mother-to-be may be used to enlist a loyal customer for a period of years

CONSUMERS TODAY— CUSTOMERS TOMORROW

The vital link in bigger baby sales

OW many babies shop in your shop? None? Perhaps not directly, but indirectly, through their mums, over 1,860,000 babies under two are out shopping for their particular needs in this country. These customers are increasing in number every year, and they are of the greatest importance to the chemist, because his shop carries a wide range of the specialised goods which they need. A look round the pharmacy shelves will show the products—tinned baby foods, cereals, rusks, teething jellies, baby bottles, teats, baby powder, baby soap, baby lotion, medicines.

As an example of the increasing profit potential of these lines the market for baby powder has grown about 7 per cent. in the past two years and now customers are spending over £1,170,000 on that product alone. Is your business

keeping pace with this booming potential?

Pharmacists' Advantages

Right at the start the pharmaceutical chemist has certain advantages over his competitors. He is the expert. The mother looks to him for guidance in matters of baby care. His advice is sought and followed. He stocks the products.

Look again at those shelves. All the products mentioned are there. The chemist, too, has the mother's loyalty—women are accustomed to visiting the pharmacy for their medicines, their personal purchases of all types. Above all, the pharmacist is looked up to as the expert in matters of health and baby care.

Opportunities

The first opportunity open to the pharmacist is the obvious opportunity of increasing baby business that has come about through three main causes:—

(a) The increase in the birth rate, which has grown from 793,000 in 1952 to an estimated 950,000 in 1961 (about 20 per cent, in ten years).

(b) The increase in public awareness of the specialised needs of babies—brought about by, for example, pre- and post-natal clinic teaching, by better education and by specialised advertising by the manufacturers.

(c) The increase in spending power of the population over the past few years.

Secondly, opportunity is there to gain the confidence of a new mother, who will remain a loyal customer throughout the baby's childhood, and afterwards will continue to buy her regular merchandise from the chemist.

Thirdly, there is the opportunity of increasing sales and profits without having a "storage headache" in the process, for baby lines take up little room and are merchandise that

turns over quickly.

The first questions to answer in planning to increase sales of baby powder, baby soap, or any other specialised baby product, are "What is being done for me already," and "How can I take full advantage of it." Those questions give the vital link in increased sales and profit.

What is Being Done for the Seller

À lot of things are being done at both ends of the babyproduct chain which, properly used, will increase sales. At the product end, a large amount of research is going on to provide the best possible products for the particular need. Packs are continually under study to ensure that they function correctly and are well designed for selling from the shop, and that the mother is happy with them in her home. Market and consumer studies are made to ensure the best possible use of promotional expenditure.



This new attractive advertisement, featuring not only our Full Cream Milk Food and Cereal Food, but also our latest range of Dairy Weaning Foods, is appearing in the magazine press in full colour during the next few months and will also appear in the National Medical and Nursing Press during the same period, in black and white. Our eye-catching advertisements are constantly stimulating new sales which mean new customers for you. Order now and be sure you can supply the increasing demand for Cow & Gate—the choice of millions of mothers. Please address your enquiries for attractive, full colour display material, and in the case of our Weaning Foods, the self-service display stand holding one dozen tins to:—

Cow & Gate Ltd (DEPT. CD), GUILDFORD, SURREY













At the mother's end of the chain, schools and health authorities are teaching the mother how to bring her baby into the world and how best to care for it after it is born. Manufacturers advertise their products to the mother both before and after the baby is born. They sample new mothers with their products, prepare and send her special booklets on baby care, provide special material to help the seller to display the goods and carry out many other activities which make the mother more aware of baby products.

How to Take Full Advantage

To take the fullest advantage of one's premises the best procedure is to put all the baby products together. If there is room, a baby section or baby corner should be set up, so that the mother can walk round and serve herself, if she so wishes. In that way "impulse" sales of related items will be obtained at no extra cost or effort.

However big or small the baby section, the site should be picked with care. Many mothers have heavy shopping baskets, so it should be put near a chair, or a special basket shelf provided. The section should be kept away from vulnerable glass, for mothers with babies often have toddlers too. Above all else the baby section should be well lit and immediately recognisable.

The most prominence should be given to market leaders (the brands which, in their own group, sell more than any other). They form the goods that most mothers want to buy. The goods should be given pre-eminence on one's shelves to gain the mother's recognition of the baby corner and to increase sales.

Advantage should next be taken of manufacturers' advertising. Information is readily given by representatives about the advertising of their company's products. They will keep one informed of special campaigns, types of approach being

used and so on. The representative should be asked to show samples, and the knowledge used to keep one's own baby-product display in line with the advertising. That secures full advantage from the money spent by the manufacturer on advertising without spending any of one's own, and the display is right up-to-date in the eyes of your customers.

In using manufacturers' promotional material one should be selective, picking the material that helps the promotion, and that fits into the baby corner, using it as it was designed to be used, to link the products at the point of sale (in the shop) with the advertising and the customer.

Special promotions may seem a nuisance. They are certainly a nuisance to the manufacturer, but it should be remembered that he only produces them for one reason: to increase sales. He can only increase his sales if the retailers sales increase too.

Special packs and seasons offer another opportunity—Easter and Christmas are special times for children. Mothers should be reminded that they are special times for babies too. Special gift packs and nursery sets should be displayed in the baby corner at those times. As well as mum and dad, grandad, uncle and auntie are all looking for a present for baby.

Above all, the pharmacist should take every opportunity to be himself a specialist. That is the great advantage he has over his competitors. He should always be ready to give advice to mothers on baby care and should help them in selecting their needs. Many manufacturers have books or leaflets on their particular aspect of baby care. Copies should be obtained and passed to new and expectant mothers.

The shop should be made to reflect the chemist's specialist knowledge. He is his own vital link in the chain of increased baby sales.

PHENYLKETONURIA

Diagnosis and dietary management of the condition in infant victims

PHENYLKETONURIA, first described by the Norwegian biochemist Fölling in 1934, occurs about once in approximately 20,000 births. Infants born with it are unable to metabolise the amino acid phenylalanine. The condition appears to occur with equal frequency in male and female babies and is an inherited disorder.

Phenylalanine, an amino acid present in all protein foods, is absorbed into the blood stream, but in the normal person never reaches a concentration higher than 3 mgm. per cent. The blood level of the substance is maintained by the activity of the hepatic enzyme phenylalanine hydroxylase, which normally converts phenylalanine to tyrosine. Absence of the enzyme results in an accumulation of phenylalanine in the blood, and the phenylketone bodies, phenylpyruvic acid, phenyllactic acid and phenylacetylglutamine are excreted in the urine. Infants suffering from the disease appear to be normal at birth but, unless treated, develop a progressive mental deficiency. At the age of 1-6 weeks the infants begin to excrete in their urine products of incomplete phenylalanine metabolism. Phenylketonuria is detected by a simple urine test for phenylketone bodies. Three drops of 5-10 per cent. ferric chloride solution are added to 1 c.c. of urine, a green colour indicating the presence of phenylketone bodies in the urine (in normal urine the solution remains yellowish in colour). Another method is to place 1 drop of the ferric chloride solution on to a recently wetted napkin; again the green colour is a positive result. As false negative results may occur, the napkin test is usually repeated at intervals. and the diagnosis should be confirmed by ascertaining the phenylalanine level in the blood. If the condition is diagnosed during the first few months of life the normal mentality of the child can be preserved. The mental deficiency of affected infants is often recognisable by the age of about four months. When diagnosis is delayed, say, beyond a year, the mental condition cannot be corrected. Approximately 25 per cent. of affected infants also have a patchy type of eczema, and the same proportion exhibit convulsions. It has also been found that the children are often blonder than their parents and normal brothers and sisters. The dietary management of phenylketonuria has been described as one of the first inroads of medicine in the prevention of mental deficiency. Treatment with diets low in phenylalanine result in lowering the phenylalanine blood levels to normal and the disappearance of abnormal metabolities in the urine. If normal mentality is to be maintained in an affected infant, the diet should be instituted if possible before the infant is three months old. Several amino acid mixtures are available from which the phenylalanine has been removed; one product, Lofenalac, manufactured by Mead Johnson, Ltd., is a milk substitute that may be used as the main source of nourishment for patients. It is made from a caseine hydrolysate low in phenylalanine content, with added carbohydrates and vitamins as in milk formulas. As it is a complete basic food the dietary regimen is simplified. For older infants the preparation is supplemented by additional low protein food (sufficient, however, to supply additional calories and a varied diet within the limits of proper phenylalanine intake). The diet should be controlled with the rigidity that is usually applicable to a diabetic patient. The prevention of the mental deficiency of phenylketonuria by dietary management with low phenylalanine foods is merely the initial step in dealing with the hereditary metabolic error, and much research work is in hand, but the final answer may not be rapidly forthcoming. However, pharmacists meeting this rare condition are provided with an opportunity for sympathetic help to the unfortunate parents and the chance also of regular orders extending over a number of years.



First choice because they are first qualit



Maw's nursery products are the natural choice of the discriminating mother. She knows that Maw's—the Baby People—can be relied upon to supply only the finest quality goods for her child. You know that you, too, can rely on Maw's, for they, as a "Chemists Only" house have a common interest, with you, in the future prosperity of Pharmacy.

All Maw's nursery products are most attractively presented in their distinctive new blue, pink and white packs. All are heavily promoted to the mother in frequent full-page advertisements in the leading women's magazines and in the specialised mother-baby publications. All are available from Chemists Only.

Teats, Feeding Bottles, Dinky Feeders, Baby Pants, Baby Powder, Baby Soap, Anti-Nappy-Rash Baby Cream, Junior Shampoo, Soothers, Cot Sheets, Teething Balm etc.

NURSERY PRODUCTS and the Independent Chemist

"A FOUNDATION STONE" FOR FUTURE PROSPERITY

P. ELLIOTT CLARKE

(Marketing manager, S. Maw, Son & Sons, Ltd.)

HERE can be few retail pharmacists today who are not profoundly worried about the prospects of their profession. Many have already taken a real cut in personal income. At least 70 per cent. of retail chemist businesses are operating on a gross annual turnover in the £7-10,000 bracket, yielding £2-3,000 margin out of which to meet rent, rates, staff wages, general overheads and, very often, interest on capital bound up in stock. What remains as net profit is subject to a multitude of new threats, not the least of which is the ever-growing encroachment of the grocer and supermarketeer into areas formerly predominantly pharmaceutical.

It is all very well to say that those pharmacies could enjoy more consumer traffic and greater profitability if they were modernised, refitted and made more attractive to the buying public. Ultimately, of course, those needs will have to be met, though it has to be recognised that there are innumerable premises to refurbish which would be impracticable or plainly uneconomic. In the meantime, I can best help the smaller independent chemist by offering a couple of pointers in the context of my own company's specialist field—nursery products.

The immediate problem which every pharmacist must face is to find a way of utilising to the best advantage his training, his exclusive skills and his "public image" so as to exert a surer hold on existing customers and to attract new ones who will remain loyal in the face of grocer, supermarket and cut-price-store competition.

Let it first become accepted that the young mother is one of the most desirable customers of all to attract. From the moment her baby arrives she is in the market for a tremendous number of regular repeat purchase lines, all of which are traditionally found in pharmacy. Those purchases go on for three or more years, extending from teats, feeding bottles, milk foods, baby toiletries, disposable nappies and baby pants to such things as cough remedies, "junior" aspirins, chest rubs and so on—all easy lines to handle and offering, if bought selectively, excellent margins. While mother is coming to the chemist for all those things, she is more likely to buy other family needs—toiletries, cosmetics, and proprietary medicines—for many of which he is in direct competition with the grocer next door or the store across the way.

Psychology of the Mother

The next need is to understand the psychology of the new mother, for it is here that one's professional "image" has its greatest impact. She is invariably unsure of herself. She has taken on the most responsible job of her life—without training, without previous experience. Each day she faces new problems, new hazards, new causes for anxiety. Her anxiety—often amounting almost to an "anxiety neurosis"—makes her abnormally susceptible to suggestion, whether by advertising for commercial motives or to "old wives' tales" conceived out of ignorance and perpetuated by generations of fortuitous survival. What she is desperate for is proper advice. She will seek it out—whether from her neighbour,

her relations, her child-welfare clinic, or even from a casual acquaintance, and anyone who comes to her aid readily becomes her friend. In the pharmacist, or in his assistant, she knows she can find specialist knowledge backed by daily experience. In him she sees a friend whose professional advice she can trust, one who is often more accessible than her doctor or health visitor. That situation provides both a responsibility and an opportunity. The responsibility is to give sound, corect advice such as can come only from product knowledge and from experience. The opportunity is to create deep, enduring customer loyalties. A little time spent listening sympathetically, a quiet reassurance, a few words of friendly authoritative advice, can make a lifelong customer of a young woman whose purchases will represent regular profitable turnover over a period of years.

Professional Help

It has to be remembered that she can buy many of her nursery-product requirements from the grocer or the supermarket, but there, least of all, does she find the professional help which the pharmacist is uniquely able to give. So long as the chemist or his assistant woos her from the start, so long as he takes the trouble to make her his friend, she will keep coming back, safeguarding and building the business in the face of "unqualified" competition. Here, then, is at least one key to consolidation and growth. Nursery products mean more than turnover to pharmacy. They can be the foundation stone for future prosperity—the springboard for a determined counter-attack on a much wider front.

A few final words suggest themselves on another aspect of the problem. Strength, in pharmacy as in all things, stems from unity of purpose. There can be little unity, in the long term, between retailers and suppliers unless both have a common stake in the future of the profession. By helping chemist only" suppliers to reach a position of competitive strength, retail chemists are protecting their own hard won equity. By increasingly heavy advertising, those suppliers can bring new and growing business into pharmacy, but increased advertising expenditure can only stem from buoyant trading in the first place, and that calls for active participation by the retailer in those plans on which the manufacturer's marketing success depends. It is unfortunate that, in the past, retailer support for "chemist only" companies has often meant little more than lip-service. Had support assumed more tangible form, with "favoured nation" treatment in terms of distribution, recommendation and preferential display, more companies would remain today to channel custom, by their advertising, into pharmacy as the exclusive point of purchase.

Wholehearted, active support of "chemist only" brands in preference to others more widely distributed is now, more than ever, essential to the pharmacist's competitive survival. It is one of his most potent weapons of defence in the present hour of crisis. The best advice to him must be "Keep it, cherish it, and most important, use it. Don't ever let it slip away again."



Every customer who enters buys six tins of baby food!

Prizes for your customers This-easy-to-enter contest has a 1st prize of £1,000 (£500 in cash; £500 as an endowment policy maturing at age 11). Plus 1,500 wonderful Tri-ang toy prizes. It's going to arouse enormous interest amongst Britain's

mothers and there'll be thousands and thousands of entries. And remember, every entry from each of your customers will need six cans of Heinz Baby Foods. Big advertising support The contest will be heavily advertised in May and June in the national press and in the leading women's magazines. Big spaces, too! New in-store activity! Your customers can enter by using the coupon in the

advertisement, or by taking an entry form from you. These entry forms and lots of attractive display material will reach you in good time for the contest. You are not involved in any administrative work—you merely sell more goods. **Prepare for increased sales** Let the contest display material work for you—stock up now for extra sales of ever popular Heinz Baby Foods.

HEINZ BABY FOODS 'MILLIONAIRE BABY' COMPETITION

(linked with National Baby Week, June 23rd-30th)

The Place of STRAINED **FOODS** in a Baby's Diet

A "REAL REVOLUTION" IN THE PAST **QUARTER-CENTURY**

THE weaning of a baby is one of the first great landmarks of his life. Too often in the past it was a time of tears and tempers, trying for mother and baby alike. When babies were fed on milk until they were eight or even nine months old it was, of course, much more difficult to introduce them to new tastes and textures. The weaning process was often too sudden, and the change to solid foods too great. The baby, too, might be having a difficult time

teething and be in no mood for change.

Modern medical thinking makes weaning a long-drawnout and continuous process. It begins as soon as the baby is able to eat, usually at about ten or twelve weeks, the exact age varying, naturally, from one baby to another. Little by little he is accustomed to semi-solid foods, strained to ensure their complete digestibility. First he is introduced, a little at a time, to soft boiled egg yolk, strained soup or strained creamed cereal mixed with milk. At first only a teaspoonful is given, usually at the third feed of the day, but the quantity is gradually increased until, by the time he is sixteen weeks old, the baby is taking three teaspoonfuls of strained food, probably broth or soup, at the third feed and two or three teaspoonfuls of creamed cereal, mixed with a little milk, at his second feed. The first step towards weaning has been painlessly taken.

Once he is familiar with a new flavour, and obviously enjoying it, the baby is given that particular food at regular intervals so that he does not forget the taste, while all the time new flavours and larger quantities of strained foods are being added to his diet. Babies are born with a reserve of iron that lasts them through the first few months of milk

feeding, but by the time they are four months old that reserve has been used up and they need to get iron from the food containing it—egg yolk, for instance, or liver, peas and beans. Now is the time at which strained vegetables and fruit are introduced into the baby's diet. The third feed of the day, given in the early afternoon, becomes his "dinner" and the most important of his feeding times. It is a meal of several courses because, by the time he is six months old, he should be taking up to half a can of strained meat broth, beef and liver soup, or creamed fish, and the same amount of strained vegetables or vegetable soup, as well as his bottle

Towards the end of the sixth month a pudding course may gradually be added to the baby's dinner—a few teaspoonfuls of strained chocolate pudding, strained egg custard with rice, or strained fruit. His bottle feed will still follow that three-course meal, though he will probably take less of it. By now, too, he will be taking more strained creamed cereals or strained fruit with his second feedprobably up to half a canful. And he will be having a proper "tea"—one or two slices of thin bread and butter spread with honey or seedless jam—as well as his bottle feed. He will be on a really balanced diet composed of body-building foods, energy-giving foods, and foods that protect against

By the time he is eight months old a baby's diet should be not only well balanced: it should be as varied as that of a grown-up person. He will now be taking strained foods three times a day, at both his first and second feeds as well as at his dinner. (With the first feed strained apples, strained egg custard with rice or strained plums with semolina are recommended.) During the next two months he will graduate to finely diced, minced, or "scraped" meat or fish for the main course at his dinner. He will also be eating a good deal more—probably a canful of "solid" food for dinner, followed by a canful of fruit or pudding. At ten months old he will be having only three feeds a day and joining in the family mealtimes at breakfast, dinner and tea. Strained foods will still alternate with soft boiled egg for breakfast and provide his pudding at dinner, but he will be gradually outgrowing them. That is not to say they will not have an important part to play in his diet for many months to come, even when he has begun to have very much the same food as the rest of the family. Mothers today make a point of keeping a reserve stock of strained foods, particularly fruit, for the many occasions when the family is having food that is not suitable for a baby or is something that he doesn't like, and they still find them an invaluable standby for holidays and on long journeys.

Ideal Weaning Routine

Doctors today are agreed that the steps described above are the ideal way of weaning a baby. It will be seen that, apart from milk and eggs-and bread and butter and rusks as he grows older—strained foods play the most important part in his diet. But preparing small quantities of fresh foods for a baby and painstakingly sieving them is a tedious chore for the busy mothers of young children. It is doubtful whether, strongly recommended as that method of weaning has been by the medical profession, it would ever have gained almost universal acceptance had it not been for the sensational growth of a new industry to provide the answer to the problem.

In 1939 the sale of canned strained baby foods in Britain amounted to less than 2 million cans a year, which meant an average of four cans a year per baby. Few babies could enjoy the varied, balanced diet they have today. Today canned strained foods are used by 92 per cent. of mothers of young children. That immense turnover means that the price is within the reach of every mother who wants to do the best for her baby. Sales today are over the 200 millions mark—an average of four cans per week per baby—and they are rising steadily. There has been a real revolution in the principles and practice of infant feeding.

SIND BOOK STORY HONE

THEY KNOW THAT

...among the monthly magazines with strong mother-and-baby appeal, MY HOME has by far the biggest sale in Britain.

THEY MEAN BIG BUSINESS

...and MY HOME gets it for them—as it does for you in a BIG way with a penetrating sale of more than 300,000 copies every month.

THEY SELL TO YOUNG FAMILIES

...and MY HOME does too. It is seen by nearly a million housewife readers—422,000 of them with young families. MY HOME's own baby club has almost 10,000 members.

Check this list for the lines you sell. Display them NOW—get the full benefit of the BIG National BABY WEEK SUPPLEMENT in the June issue of My Home

Ashton's Nappies and Baby Linen
Caplin Teacher Beaker
Cow & Gate Milk Food
Heinz Baby Foods
Harrington's Nappies
Marathon Rhovyl One-Way Nappies
Nurse Harvey's Baby Mixture
Relyon Safesleeper Baby Pillows
Bubbly Stergene
Zac Baby Cream
Bendix Triomatic Washing Machine
Hago Safety Fire Guard

Dudley Coram Group Advertisement Manager Fleetway House Farringdon Street London E.C.4 CENtral 8080

MyHome

June issue on sale May 28th
A FLEETWAY
MAGAZINE

National Baby Welfare Council

What it is and how it works

RGANISERS of National Baby Week are the National Baby Welfare Council, a body founded in 1916 as a voluntary organisation and originally named National Baby Week Council. The Association was



incorporated as a company in 1957, and is administered under the direction of a council and executive committee, on which are represented many local health authorities, societies and associations with similar aims. Subcommittees of the council are responsible for each group of activities (publications, competitions, etc.).

The general function of the council is to educate

public opinion on matters connected with the welfare of mothers and young children, and to promote maternity and

child welfare in all parts of the world. It offers its services in the following ways:—

- 1. Publication at low prices of leaflets and booklets dealing with problems that face parents and expectant mothers.
- 2. Provision of authoritative information to the Press and to individuals on all matters affecting mothers and children.
- 3. Organisation annually of a National Baby Week. To stimulate public interest in the welfare of the mother and her child.
- 4. The award triennially of challenge shields and trophies for outstanding achievements in maternal and child welfare to health authorities and other organisations in the overseas territories of the British Commonwealth.
- 5. Production of the journal Mother and Child, circulating mainly among doctors, health visitors, midwives and social workers.

The Council receives no grant from the Government. It is entirely dependent upon voluntary subscriptions from representative bodies and individual members, donations from commercial and other concerns, and the revenue from the sale of its publications.

FOODS FOR THE SICK OR ABNORMAL BABY

Recent developments in the Cow and Gate range

THE basic pattern in the feeding of infants born in the British Isles has remained unchanged during almost fifty years, and the infant milk foods that still dominate the market are those, such as Cow & Gate and Ostermilk, which are manufactured by the roller process of powdering. The loyalty of the medical and nursing professions to foods of that type is vindicated by the fact that British babies compare favourably with those of any other country in the height and weight curves of their development and in their resistance to disease. Recent developments, other than the normal improvements in the techniques of manufacture and packing, have been mainly in the production of foods to meet the needs of the sick or abnormal baby. The importance of diet in the treatment of certain diseases and abnormalities is of such high consideration that six Cow & Gate special foods are allowable as prescribed items on EC10 forms.

Milk Without Protein

In Allergilac the protein of milk, often the sole cause of allergic symptoms in milk allergy and infantile eczema, has been to a large extent removed, and the tendency of the casein to cause allergy has been considerably reduced. Allergilac is a half-cream food acidified with lactic acid. For the dietetic treatment of gastrointestinal disturbances and infectious fevers the product available is Lacidac (half-cream). Lacidac (separated) is offered for the dietetic treatment of severe gastroenteritis with fat intolerance and for infectious fevers. Both are acidified with lactic acid, B.P.

For the dietetic treatment of sprue and of coeliac disease, Sprulac, a highprotein milk food originally made specially for the Hospital for Tropical Diseases, London, is prepared for the patient's use by simple addition of hot



water. Being a pure milk food, it is easily adapted for preparing a variety of dishes.

For the treatment of galactosaemia there is available low-lactose milk food, a food synthesised from milk ingredients, but in which almost the whole of the lactose is replaced by dextrose and dextrin. Its lactose content, in fact, does not exceed 0·1 per cent. of the dry food. As galactosaemia is a metabolic disturbance, vitamin D and iron salts have not been added, the prescribing of those agents to suit individual cases appearing to be preferable.

The treatment of idiopathic hypercalcaemia requires a reduction in the intake of calcium to as low a level as is possible. Cow & Gate low-calcium milk food is prepared from milk ingredients of low calcium content and does not exceed 0·1 per cent. in the final product. Hypercalcaemia is associated with calcium and vitamin-D metabolism, so no addition of the vitamin is made to the food.

Latest additions to the range are the newly introduced dairy weaning foods that are suitable alike for babies, toddlers and young children. Introduction to solids can, at times, be a problem, and the new range, consisting as it does, of six varieties, should prove most helpful to the mother. There are five milk puddings — creamed ground rice, creamed semolina, creamed tapioca, creamed sago and creamed barley all made from specially selected and finely ground cereals and English milk—and there is also an egg custard that combines whole milk with egg yolk. All are ready cooked, and their flavour makes them an ideal sweet for the toddler and older child as well as an excellent introduction to solids for the bottle-fed baby.

S-M-A

is the trouble-free infant food

Not only does S-M-A* provide the bottle-fed infant with a complete, natural-balance diet, it gives you a trouble-free selling line with a higher profit per tin.

Note these important points for you

- I A profit of 1/6d. on every tin you sell.
- 2 Unlimited shelf-life. S-M-A is packed under nitrogen in sealed tins.
- 3 Only one strength of food. No stock duplication problems.
- 4 Comprehensive point-of-sale material available on request.

PACKS: 1 lb. tins. Retail price 7/9d. (less than 1d. per oz. of prepared food).

S-M-A is the nearest approach to mother's milk.

John Wyeth & Brother Limited, Clifton House, Euston Road, London, N.W.1.



THE DISPOSABLE TREND

A nursery world "revolution"

A REVOLUTION is taking place in the nursery world today. National Baby Week throws into focus the tremendous changes that have come about since the first National Baby Week, forty-five years ago. Modern methods of baby care not only contribute enormously to the health and hygiene of babies, but help to make life easier for today's mothers.

The current trend towards disposable baby products, a field to which Lilia-White (Sales), Ltd., Welwyn Garden City, have been giving special attention, is typical of the new outlook. Disposable napkins, for instance, whether used as a complete replacement of Terry towelling or part-time for holidays or travelling, save both time and trouble for mothers.

To babies, disposable napkins give extra comfort as they are specially shaped to fit. When the baby is changed, each clean disposable napkin is a new napkin, made of soft cellulose, therefore there is no danger of "nappy rash," which is frequently caused by soap particles left behind in the towelling napkin.

The pocketed baby pants that hold the disposable napkin firmly in position have a neat appearance when worn by the baby, and are without the usual bulk of towelling between the legs, thus giving greater freedom for the baby to kick and exercise.

Hazardous Months

The first few months of a baby's life are made hazardous by its lack of resistance against infection. It is from the mother, who naturally is in close contact with her baby, that the greatest danger of infection comes. The latest idea to help prevent the mother from passing germs to her baby is in the disposable face mask, identical with those used in leading maternity hospitals. The mask is worn by the mother, covering her mouth and nostrils completely when she is feeding or caring for her baby. It is securely held by a loop of elastic over each ear.

Another of the new "use-and-throw-away" ideas that save washing is the

disposable baby bib. Made of quilted cellulose material with a protective backing, the bib tucks in at the back of the neck or may be fastened with a safety pin or tiny clothes peg. The bibs are also ideal for use on holiday, or when motoring or travelling, as a packet of bibs is compact enough to be slipped into the handbag.

Tissues for Baby

No layette list would be complete if it did not include handkerchiefs for the baby. Nursing opinion, however, welcomes as much more hygienic the idea of using disposable tissues, rather than handkerchiefs. A box of tissues specially for the baby is worthwhile and something for which the average mother will find a hundred-

and-one additional uses daily, particularly when baby is being fed or bathed.



One of the most enjoyable experiences for a baby should be that of being bathed. Each day in Britain a million babies are bathed, but it is not a pleasurable occasion in every instance, for bathing a baby has its problems, especially for the new mother. The recently introduced Golden Babe babybath provides a new technique in baby bathing, and is the up-to-date answer to those problems. A small



This disposable napkin allows ample freedom of movement for the baby's legs.

quantity of the liquid is added to the bath water, replacing soap, and the baby is washed in the water. Mothers find it easy to use, as no preliminary soaping is required and they have both hands free to hold the baby. Babies enjoy the bubbly quality of the water, which does not sting the eyes.

Many babies object to having their hair washed, but the new liquid is also a perfect shampoo, so the baby's hair may be washed while he plays in the bath.

Progress

The tremendous progress in mothercraft techniques since the first National Baby Week was organised can be attributed to a number of factors, not the least being the progressive attitude of manufacturers of today's baby products.

CURRENT DISPLAY MATTER





Showcards available from Glaxo Laboratories, Ltd., Greenford, Middlesex.



Products and display material in the Golden Babe range.

BABY DEPARTMENT NOTES

Tailored for Baby.—Binki baby pants, manufacturers of which are Elsinore Textile Products. Ltd., 22 Paul Street, London, E.C.2, are claimed "Tailored to fit—packed to sell!"

One Leads to the Other.—Glaxo Laboratories, Ltd., Greenford, Middlesex, remind chemists that "Today's Ostermilk baby is tomorrow's Farex child." The greatest ever demand for Ostermilk, they say, is being followed by the greatest ever demand for Farex.

A Chance to Try the Product. — A postcard request to Gascoigne-Crowther, Ltd., Caversham Laboratories, Reading, Berks, will bring a packet of Napisan and reprints from the medical Press dealing with its technical background to enable possible users to convince themselves that the product is as good for cleansing babies' nappies as the makers claim it is.

Under the Regular Nappy.—For the prevention of nappy rash the Marathon Rhovyl one-way nappy, worn under the regular Terry or disposable nappy, allows the baby's urine to pass outwards to be absorbed, but does not allow it to pass back. The baby thus stays dry and comfortable. Makers are the John Beale Associated Companies, Nottingham.

Baby Week Publicity.— A "bigger-than-ever" Press advertising campaign for Woodward's gripe water is proof that the suppliers, Sanitas Group Sales, Ltd., Sanitas House, Clapham Road, London, S.W.9, are doing their part to assist chemists during National Baby Week, June 23–30. A new quick-sell counter "dispenser" and special parcel discounts are other advantages offered to stockists.

"Higher Profit Per Tin."—That claim is made by John Wyeth & Bro., Ltd., Clifton House, Euston Road, London, N.W.1, for their S-M-A "trouble-free" infant food, which is claimed to provide the bottle-fed infant with a complete, natural-balance diet. The product is understood to have an unlimited shelf-life (it is packed under nitrogen in sealed tins). There is one strength Point-of-sale show material is available on request. The pack is a 1-lb. tin.

"Millionaire Baby" Competition. — A competition in which the first prize is £1,000 (£500 in cash; £500 as an endowment policy maturing at age eleven), plus 1,500 Tri-ang toy prizes, has the appeal to chemists that every entrant needs six cans of Heinz baby foods. The competition is being advertised in the national Press and leading women's magazines in May and June. Entry forms and display material are available from H. J. Heinz Co., Ltd., Harlesden, London, N.W.10.

Unbreakable Feeding Bottle.—A clear unbreakable feeding bottle, the Suba Clear, produced in this country by William Freeman & Co., Ltd., is claimed to "look and feel like glass" yet to be "as light and unbreakable as polythene." The new bottle is understood to withstand steam and boiling-water sterilisation. It has a wide mouth for easy cleaning, and its screw-fitting silicone teat "doubles" for feeding or



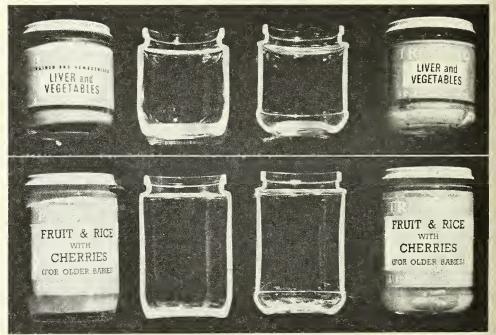
APPEALING TO THE PARENT: Display card recently offered to general practitioners by Burroughs Wellcome & Co., Wellcome Building, Euston Road, London, N.W.1, for display in waiting rooms and also available for display by retail chemists on request to the company's home sales department.

carrying. With the aid of a Suba-Warma insulated container, night feeding, using the bottle, becomes a comparatively simple matter. The bottle is filled "piping hot" and placed in the Suba-Warma to be at the right temperature four hours later.

New Lightweight Jars.—New lighter jars are being introduced gradually by Trufood, Ltd., Newington Causeway, London, S.E.1, for their Spoonfoods range of strained and homogenised foods for infants and for their chopped "Junior" foods, First deliveries of the latter are being made during May, but some time will elapse before all the foods in the range are in the new containers. Some modifications are also being made to the caps and labels without out-dating the existing packs. By skilful design the weight of the jars has been considerably reduced (1 oz. less

on the Spoonfoods jar and $\frac{1}{2}$ oz. on that for the Junior foods). Strength and size have been maintained and the weight of the contents is, of course, unaltered. Much of the weight saving has been achieved by reducing the thickness of the base of the jars, though a little has also been removed from the sides. In the new design the base is more rounded, eliminating weakness due to sharp corners. A label recess has been incorporated to protect the label from "scuffing" both in the carton in transit and when the jars are displayed and to provide a better grip for the mother who heats the food in the jar and opens it wet. Labels for Spoon-foods have been redesigned (though with only minor changes) to give a less cluttered look. To emphasise a main selling point, the words "Strained and Homogenised" have been transferred from the front to the back, where they are more boldly printed. The centre of the "vapor vacuum" cap is now slightly recessed, making the jars simpler to display.

Safety Harness for Babies. — Cheetham's Clippa-safe baby harness, manufacturers of which are W. H. Cheetham & Sons, Ltd., Fairbrook Works, Lanthwaite Road, Clifton, Nottingham, is described as "a revolution in baby harnesses." Easy to put on and simple to adjust, the harness has a quick-release clasp that ensures firm yet comfortable fitting. The harness is manufactured in a range of colours from Terylene fibre. It is therefore quickly washed and lasts "virtually for ever." For toddlers reins may be attached, and all metal parts have been bright chrome-plated for permanent rust resistance. There are "no buckles to dig in; no straps to twist; no loose ends; no parts to lose; no chance of a child undoing the harness." The weight is "a bare 4 oz."



HOW THE CONTAINER WAS LIGHTENED: New, lightweight jars are being introduced gradually by Trufood, Ltd., 113 Newington Causeway, London, S.E.1, for their infant foods. The sections illustrated above show how the weight loss was achieved. On the left are the existing jars, weighing 3½ oz. for Spoonfoods and 4½ oz. for Junior foods, and on the right the new jars, lighter by 1 oz. and ½ oz. respectively. Contents are unaltered in weight but in the new jars no thick glass is visible below the food.



The high standard of many present-day drugs was the result of work in our laboratories. We pioneered adrenaline acid tartrate; we isolated digoxin; we established the empirical formula of emetine. All our chemicals are rigorously tested for purity and reliability.

You want your fine chemicals to be of the highest quality? We have them:-

B.W.&CO. FINE CHEMICALS

We will give competitive quotations for

ADRENALINE, ATROPINE, BENZAMINE, BISMUTH CARBONATE, DIGOXIN, EMETINE AND E.B.I., ERGOMETRINE, HYOSCINE, HYOSCYAMINE, ISOPRENALINE SULPHATE, PHYSOSTIGMINE, PILOCARPINE, AND OTHER SPECIALISED DRUGS.



BURROUGHS WELLCOME & CO. The Wellcome Building, Euston Road, LONDON, N.W.1 (The Wellcome Foundation Ltd.)



The current 'Your Baby' campaign with its half pages in the "Daily Express", "Daily Mirror", "Woman". "Woman's Own" and "Woman's Realm" is providing opportunities for even greater sales of Ostermilk and Farex. For your full share of this extra business read—and encourage your assistants to read—Glaxo Topics and parcel leaflets for sales points. And of course keep up your Ostermilk and Farex displays with the latest crowners and showcards.

The greatest ever demand for OSTERMILK is being followed by the greatest ever demand for FAREX... one good food leads naturally to another i

Packs and Trade Prices

OSTERMIL

1 doz. x 1-lb. tins 43/2 doz. or 3 doz. 1-lb. tins
£2 . 0 . 3 per doz.
4 doz. x 1-lb. tins or more
£1 . 18 . 6 per doz.
(Glaxo 'top-profit' parcels)

FAREX

1 doz. x 10 oz. cartons 12/10 2 doz. x 10 oz. cartons 24/-(a Giaxoʻtop-profit' parcel)



Ostermilk and Farex are Glaxo trade marks

GLAXO LABORATORIES LTD . GREENFORD . MIDDLESEX . BYRon 3434

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MAY 9: The prices of QUININE ALKALOID and its SALTS were raised by approximately 20 per cent. on May 7—the first alteration since November 1960.

The increase is attributed mainly to the present enhanced value of CIN-CHONA BARK. For instance, a parcel of C. ledgeriana, of reasonable yield, which in 1960 cost about 14s. per lb. now costs nearly 22s. Congo which supplied about 60 per cent, of the bark for quinine manufacture is only supplying small lots now and the shipment is more expensive since it has to be transported via Urundi and shipped from Dar-es-Salaam. QUINIDINE prices have not been changed but they were increased in 1961.

Among Spices, attention was again centred on GINGER. With no African material available and Jamaica not quoting for shipment spot values of Jamaican No. 3 advanced 20s. a cwt. to 590s., while Cochin rose 60s. to 235s. MENTHOL and IPECACUANHA steady at recent levels. A number of AROMATIC SEEDS including CELERY, CORIANDER and FENUGREEK were cheaper but Cumin and Fennel were dearer. Some of the Waxes showed an easier tendency.

In ESSENTIAL OILS, Ceylon CITRON-ELLA was one penny per lb. dearer spot and forward, Lemongrass for shipment fell by sixpence to 22s, 3d, and Anise by threepence to 18s, 9d, lb.

Pharmaceutical Chemicals

BISMUTH SALTS. - Prices (per 1b.) in packages over 2-lb.:-

		28 lb. to		1
	1	1 cwt.	1 cwt.	5 cwt.
		s. d.	s. d.	s. d.
CARBONATE		20 6	20 0	19 6
SALICYLATE		20 3	19 9	_
SUBGALLATE		19 9	19 3	<u> </u>
SUBNITRATE		18 6	18 0	17 6

BISMUTH AMMONIUM CITRATE is 55s. per lb. and SODIUM TARTRATE, 35s.; OXIDE, 26s. 10d.; OXYCHLORIDE, 27s. 3d.; in cartons of 28-lb.

BORAX.—B.P. grade, 1 ton and upwards: Granular, £54 10s.; crystals, £58; powder, £59; extra fine powder, £60 per ton, all in hessian sacks. Less £1 for paper bags. Commercial from £44 10s. to £51 per ton, as to type and packing. Dehydrated borax is £60 per ton in hessian bags or £59 in paper bags; carriage paid in Great Britain. Surcharges for smaller quantities: Less than 1 ton but not less than 5 cwt., Less than 1 ton but not less than 5 cwt., 1s. per cwt.; 3 cwt., 2s.; 1 cwt., 3s.

Boric acid.—B.P. grade in 1 ton and upwards (per ton): Granular, £88; crystals, £97; powder, £94 10s.; extra-fine powder, £96 10s. per ton in lined hessian bags, carriage paid in Great Britain. Less £1 per ton if supplied in paper bags. Technical from £74 to £84 10s, per ton according to type and packing.

BRUCINE. — Per oz. ALKALOID is 8s. and SULPHATE, 7s.

CETYL ALCOHOL.—Cosmetic grade about 3s. per lb. in 1-cwt, lots.

Charcoal. — Medicinal activated, B.P.C. in 1-cwt. lots, £22 10s. per cwt.

CHLORAL HYDRATE, — One-cwt. lots

COUMARIN.—In under 28-lb. lots, 19s. per lb., under 1-cwt., 18s. 3d. per lb.

FORMALDEHYDE.—B.P. solution, 5 drum lots, 755s. per ton in free drums, delivered. Gallic acid.—B.P., 10s. 7d. per lb. for 1-cwt. lots. Technical grade 9s. 9d.

GLYCEROPHOSPHATES, — Per lb. in 1-cwt. lots:—ACID_B.P.C., 20 per cent., 4s. 7d.; CALCIUM, soluble, B.P.C., 12s.; IRON_B.P.C., scale, 15s. 9d. and powder, 14s. 9d.; MAGNESIUM, soluble_B.P.C., 14s. 3d.; MANGANESE, B.P.C., 27s.; POTASSIUM, 50 per cent., B.P.C., 3s. 9d. and 75 per cent., 2s. 7d.; 75 per cent., 4s. 6d.; 100 per cent., 8s. cent., 8s.

Paraffins.—Prices to wholesale distributors per gall.—Liquid: Heavy, B.P., in drums, 8s. 8½d. to 8s. 9½d. as to quantity; over 500 gall. in bulk, 8s. 7½d. Light, B.P., drums. 7s. 1½d. to 7s. 2½d.; bulk, 7s. 0½d. Technical white: LIGHT, 6s. 6d. to 6s. 7d. and 6s. 3d. in bulk; MEDIUM, 7s. 7d. to 7s. 8d., bulk, 7s. 4½d. Drums charged and returnable. Soft: Best grades White medium consistency £116.15s. per charged and returnable, Soft: Best grades White, medium consistency, £116 15s, per ton and soft consistency, £113 7s. 6d. Yellow, £94 10s. Other grades (all B.P.) at £95, £100 10s., £106 per ton for white and at £74 17s. 6d. for yellow. All in non-returnable drums delivered.

Phenagona Importation

PHENAZONE.—Imported, 9s. 6d. per lb. PHENOLPHTHALEIN.—One-cwt. 9s. per 1b. Physostigmine. — Per gm.; alkaloid, 14s. 8d. (5-gm. lots): salicylate, 10s. and sulphate, 12s. 7d. (25-gm. lots); nitrate,

1s. 1½d. (500-gm.). Ptperazine,—(50-kilo lots), Adipate, 22s. per kilo; citrate, 20s. 6d.; hexahydrate, 17s.; phosphate, 23s.; tartrate, 22s. 6d.

Pyrogallic acid. — One-cwt., pure rystals, 24s. 6d. per lb.; resublimed 26s. 6d.

QUININE. — 1,000-oz. lots:—ALKALOID 4s. 5d. per oz.; Sulphate, B.P., 1932, 2s. 10½d.; Sulphate, B.P., 1958. 3s. 2¾d.; BISULPHATE, 2s. 11d.; DIHYDROCHLORIDE, 4s. 1d.; HYDROCHLORIDE, 3s. 8¾d.; ETHYL CARBONATE, 4s. 11d.; HYDROBROMIDE, 2s. 71d. SALOWATE 4s. 71d. CARBONATE, 4s. 11d.; 13s. 7d. SALICYLATE, 4s. $7\frac{1}{2}$ d.

SACCHARIN.—B.P. powder, 1-lb. and over, 16s. 6d. per lb.; Sodium salt, 14s. 2d. per lb. Post-budget prices.

SODIUM ACETATE. - B.P.C., one cwt., 2s. 1d. per lb.

SODIUM ACID PHOSPHATE.—B.P.C., one-cwt. kegs, 2s. 9d. per lb.

SODIUM BENZOATE, — One-to 2s. $7\frac{1}{2}$ d. per lb.; 1-cwt., 2s. $9\frac{1}{2}$ d. One-ton

SODIUM BICARBONATE.—B.P., 1-cwt. bags, £18 per ton for 8-ton lots.

SODIUM BROMATE. — One-cwt., 9s. 9d. per 1b.

SODIUM CARBONATE.—B.P.C. exsiccated, 70s. per cwt.; 5-cwt., 65s. per cwt.

Sodium chloride. — B.P., 37s. 4d. per cwt. in sacks.

SODIUM FLUORIDE. B.P.C. 1934, onecwt. kegs, 3s. 6d. per lb.

SODIUM HYDROXIDE. — FLAKE, one-ton lots, £48 5s, per ton in 1-cwt. drums.

SODIUM METABISULPHITE. — Granular, 1-cwt. lots, ninepence per lb.

SODIUM NITRITE.—B.P.C. One-cwt. kegs, 2s. 7d. per lb.

SODIUM PERBORATE. — (Per ton) £145 15s, in 1-cwt, kegs; £138 5s, in 1-cwt, bags for B.P.C. (minimum 10 per cent. available oxygen), PERBORATE MONOHYDRATE testing 15 per cent. available oxygen is £309 15s.; TETRAHYDRATE from £131 15s. to £139 5s. per ton as to packing. SODIUM PERCARBONATE. — (Per cwt.) 170s. 9d. (bags 7s. 6d. lower) for minimum 12½ per cent. available oxygen.

Sodium Salicylate. — One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.;

SODIUM SULPHATE.—B.P. from £22 10s, per ton as to crystal. B.P. exsicated about £56 per ton.

SODIUM SULPHIDE.—In 1-ton lots: Solid, £39 2s. 6d.; broken, £40 2s. 6d.; flake, £41 12s. 6d.; crystals, £30.

SODIUM THIOSULPHATE. - Photographic crystals in paper-lined bags, £38 per ton.

ZINC CARBONATE, — One-cwt. lots, 1s. 11½d. per lb. 1-ton, 1s. 8d.

ZINC CHLORIDE. — B.P.C. cake, 7s. per lb.; sticks, 7s. 10d. Technical. 115s. per

ZINC OXIDE. — Two-ton lots B.P. grade, £95 per ton; 1-ton, £96.

ZINC PEROXIDE. — One-cwt. lots of B.P., 3d. per lb.

ZINC SULPHATE. - B.P., 1-cwt. lots, 1s. 6d. per lb.

Alcohol

British spirit (fermentation grades) per

proof gall .:-

proof gall.:—

ETHYL ALCOHOL: (95 per cent. Gay Lussac, 66 o.p.): where the minimum delivery is 2,500 bulk gall. or over, 3s. 7d.; 1,500, 3s. 8d.; 500, 3s. 9d. Prices are exclusive of duty and are for tank wagon lots. In 40–90-gall. drums there is a surcharge of threepence per proof gall.

ABSOLUTE ALCOHOL, 95'5 per cent., 74'5 o.p., from 3s. 11d. to 4s. 1d. for same quantities; the special high strength (99'9 per cent., 75'2 o.p.), from 4s. 3d. to 4s. 8d. (in drums) for 1,000-40 galls. (bulk). Doubly rectified alcohol (S.V.R.) 95'8 per cent., 68 o.p., from 3s. 9d. to 3s. 11d. R. R. Absolute alcohol (re-rectified), 99'7 per cent., 75 o.p., 8s. per proof gall. net (for 40-gall. drums). Duty is £11 13s. 7d. per proof gall.

(for 40-gall, drums). Duty is £11 13s. 7d. per proof gall.

SYNTHETIC GRADES (supplied only to buyers authorised by Customs and Excise to buy duty free) the 95 per cent. is from 2s. 10d. to 3s. 0d. and Absolute (99.5 per cent.), 3s. 1d. to 3s. 3d. bulk deliveries.

Methylated Spirit

Methylators' rates per bulk gall. in Great Britain are as follows: Great Britain are as follows:

INDUSTRIAL METHYLATED SPIRIT: Strength 61 o.p., 500 gall, and over, 5s, 1d.; 100 gall, and under 500 gall., 5s, 6d.; 40 gall, and under 100 gall., 5s, 11½d.; 10 gall, and under 40 gall., 6s, 5½d.; 5 gall, and under 10 gall., 6s, 1½d. Strength 64 o.p., halfpenny per gall.; 66 o.p. (B.P.), one penny; 68 o.p., 3½d. more than the above rates with 74 o.p. at 5s, 10½d.; 6s, 3½d.; 6s, 9d.; 7s, 3d. and 7s, 9d. for similar quantities. Tank wagon delivery is 2d. per gall. off list price—minimum, 500 gall. For industrial methylated spirit of perfumery quality prices are from 6s, 6d. (tank wagon) for 500 gall, to 8s, 0½d. (10 gall, drums) for 64 o.p.

drums) for 64 o.p. PYRIDINISED INDUSTRIAL METHYLATED SPIRIT: Strength 66 o.p., 500 gall. and over, tank wagon delivery, 5s. 3½d.; 500 gall. in 40-gall. drums, 5s. 5½d.: 100 gall. and under 500 gall. (in drums), 5s. 10½d.; 40 gall. and under 100 gall., 6s. 4d.; 10 gall. and under 40 gall., 6s. 10d.; 5 gall. and under 10 gall., 7s. 4d.

MINERALISED METHYLATED SPIRIT;

MINERALISED METHYLATED 500 gall. rength 64 o.p., in one delivery, 500 gall. and white Aliseb Methylated Spirit; Strength 64 o.p., in one delivery, 500 gall. upwards, 5s. 5½d. in drums; 100 gall. and under 500 gall., 5s. 10½d.; 40 gall. and under 100 gall., 6s. 4d.; 10 gall. and under 40 gall., 6s. 10d.; 5 gall. and under 10 gall., 7s. 4d.

Crude Drugs

AGAR.—Kobé No. 1, 12s. 6d. per lb. in bond; shipment, 11s. 9d., c.i.f.

ALOES. — Cape primes, spot, 175s. per cwt.; shipment, 175s., c.i.f., both nominal. Curação, spot, 410s.; shipment, 385s.,

Balsams. — Per lb.: Canada: Spot, 20s. 6d. to 25s. Copaiba: B.P.C. grade, 11s. on spot. Peru: Spot, 8s. 6d., duty paid. Tolu: B.P., from 12s. to 17s. 6d. as to analysis.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CAPSICUMS. - East African on stalk, 150s. per cwt.; Ethiopian, 145s.

CARDAMOMS.—Aleppy greens, 9s. 6d. per lb., spot; shipment, 8s., c.i.f.

Cassia. — Fistula, 105s. per cv lignea (whole), for prompt shipm 340s., c.i.f. Spot, 440s.; broken, 375s. shipment,

CHERRY BARK. - Thin natural, 1s. 9d. per lb.; shipment, 1s. 6½d., c.i.f.

CHILLIES. — Nigerian, 195s. Mombasa, 300s.; Zanzibar, 240s.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 5s. 6\frac{1}{4}d.; 3 O's, 5s. 1\frac{1}{2}d.; O, 4s. 9\frac{1}{2}d.; quillings, 3s. 3\frac{3}{4}d.; featherings, 1s. 5\frac{3}{4}d.

CLOVES. — Zanzibar spot, 3s. to 3s. 3d. per lb.; shipment, 2s. 9d. to 2s. 10d., c.i.f., as to grade.

COCHINEAL. — Black-brilliant, 8s. to 8s. 6d. per lb.; silver-grey, 6s. 6d. nominal. COLOCYNTH PULP.—Spot, 2s. per lb.

DIGITALIS. — Purpurea for shipment, 2s. 4d. per lb., c.i.f.

Ergot.—East European on spot 6s. 9d. per lb. Portuguese cleared on spot; shipment nominally 7s. 9d., c.i.f.

Frangula.—Spot, 87s. 6d. per cwt.

GENTIAN.—Spot, French, 150s. per cwt.

GINGER.—(Per cwt.). African spot and shipment nominal. Jamaican No. 590s.; shipment no offers. Cochin, spot, 235s.; shipment, 220s., c.i.f.

HENNA. — Indian, spot, 95s. per cwt.; shipment, 63s., c.i.f.

HONEY. — (Per cwt.). Australian light amber, 100s. to 105s. and medium amber, 95s. to 100s. Argentine, 120s. to 125s.; Jamaican, 115s. to 120s.; Canadian clover, 150s. to 155s. Mexican, 110s. to 115s., ex warehouse.

IPECACUANHA.—Spot Matto Grosso, 62s. per lb. Shipment: Costa Rican, 82s. 6d. to 87s. 6d. per lb.; Matto Grosso for shipment about 60s., c.i.f. Nicaraguan, no offers.

JUNIPER BERRIES. — Italian, 125s. per cwt.; German, 120s.

Karaya.—No. 1 gum, spot nominal; No. 2, 265s. per cwt.

Lanolin. — Anhydrous B.P. is from 140s, to 155s, per cwt. in 1-ton lots.

- Whole, 75s. per cwt.; LINSEED. crushed, 105s.

LIQUORICE. — Natural root: Russian 67s. 6d. per cwt.; Anatolian, 60s.; Persian, 52s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian from 57s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian from 200s. per cwt.; Italian stick from 392s. to 470s. per cwt.

LOBELIA HERB.—American spot, 6s. 3d. ner lb.

MACE. — Whole pale blade, 21s. per lb., spot.

MENTHOL.—Chinese: spot, 55s. per lb. duty paid; shipment, 52s., c.i.f. Brazilian, 33s. 6d. in bond; 32s. 9d., c.i.f. Formosan, 41s. in bond; shipment, 38s. 6d.,

MERCURY.—About £62 10s, per flask of 76-lb.

NUTMEGS. — West Indian 80's, 8s. 6d. per lb., spot; sound unassorted, 6s. 9d.; defectives, 5s. 3d.

Nux vomica.—Cochin, 80s. per cwt. on the spot.

Orange peel. — Spot: Sweet ribbon 1s. 10d. per lb.; bitter quarters: West Indian, 111d.; Spanish. 1s.; bitter ribbon,

Orris root.—Florentine, 335s. per cwt. Papain.—No. 1 scarce at 30s. per lb., spot.

PEPPER.—White Sarawak spot, 3s. 2½d. to 3s. 3d. per lb. as to quality; shipment, 3s. 1½d., c.i.f. Black Sarawak spot, 2s. 8½d.; shipment, 2s. 5d., c.i.f. Black Malabar, 310s. per cwt. spot; shipment, 290s., c.i.f.

PEPPERMINT. — Dutch whole leaves, 3s. per lb., c.i.f.

Pimento.—Spot, 588s. per cwt.; shipment, 540s., f.o.b.

Podophyllum.—Emodi, no offers, Peltatum, 365s. per cwt.

Quillaia.—Spot 185s. per cwt. ment, 160s., c.i.f.

RHUBARB. — Chinese small rounds from 4s. 6d. to 9s. per lb. on the spot.

SARSAPARILLA. — Jamaican native red

2s. 6d. per lb.; prompt shipment, 2s. 1d., c.i.f.

28. 1d., c.i.f.

SEEDS. — (Per cwt.). Anise.—Cyprian,
285s.; Syrian, 290s., in bond. Caraway.
—Dutch, 160s., duty paid. Celery. —
Indian, 270s.; old crop for May shipment,
177s. 6d., c.i.f., new crop for June-July
shipment, 145s., c.i.f., paid. Coriander.
—Moroccan, 120s., duty paid, Indian
bold, 77s. 6d.; shipment, Moroccan current crop, 72s. 6d., c.i.f.; new crop for
June-July, 52s., c.i.f. Indian bold, 67s. 6d.,
CUMIN. — Cyprian, 175s.; Indian, 145s.;
Iranian, dearer at 140s., duty paid. Shipment, Iranian, 120s., c.i.f. Dill.—Indian
97s. 6d., shipment, 70s., c.i.f. FENNEL. —
Indian, 110s.; shipment, 97s. 6d., c.i.f.
FENUGREEK. — Moroccan, 95s. 6d., duty
paid. Indian, 100s.; shipment Moroccan
current crop, 65s. c.i.f.; new crop JuneJuly, 49s., c.i.f. Mustard. — English,
65s. to 80s. according to quality.

Senna. — (Per lb.). Tinnevelly leaves.

SENNA. — (Per lb.). Tinnevelly LEAVES, new crop, spot: Prime No. 1, 2s. 4d.; prime No. 2, cleared; No. 3, f.a.q., 1s. 1d. Pods: hand-picked, No. 1, 2s. 6d.; No. 2, 1s. 9d.; manufacturing cleared. Alexandria pods: Manufacturing, 1s. 74d.; hand-picked, small lots from 4s. to 7s. 6d. as to quality.

SHELLAC. — F.O.T.N., 195s. per cwt.; No. 1, 207s. 6d.; F.O., 225s. to 275s., spot.

- White 77s. 6d. to 85s. per SOUILL. cwt as to holder.

STRAMONIUM. - Indian LEAVES 70s. per cwt. spot. Dutch 0.5 per cent. alkaloid, 93s., c.i.f.

Tonquin Beans. — Para spot, 6s. per lb.; shipment, 5s. 5d., c.i.f. Angostura, 10s. 6d.

Tragacanth. — No. 1 ribbon, £135 to £137 10s. per cw/t. No. 2, £127 10s. to £130.

TURMERIC. — Madras finger scarce on the spot at 140s. per cwt.; afloat, 127s. 6d. c.i.f., quoted; May shipment, 127s. 6d., c.i.f., sellers.

VALERIAN ROOT. — Spot: East European, 175s. per cwt.; Indian, 150s. Shipment: Belgian, 145s. c.i.f.; and Dutch 1723. 6d., c.i.f.

Vanillin.—Rates (per lb.) are now 5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 956-lb., 22s.; small quantities, 22s. 6d. now:

WAXES. — (Per cwt.). BEES'.—Dar-es-Salaam, spot, 430s.; shipment, 415s., c.i.f. Abyssinian, spot cleared; shipment, 375s., c.i.f. Sudanese, spot, 418s.; shipment, 372s. 6d., c.i.f. Candelilla, spot, 465s.; Carnauba, fatty grey, spot, 405s.; shipment, 375s., c.i.f.; prime yellow, spot, 670s.; shipment, 635s., c.i.f.

WITCH HAZEL LEAVES. - Spot, 2s. 11d.

Essential and Expressed Oils

ANISE. — Chinese, 19s. 6d. per lb., spot; shipment, 18s. 9d., c.i.f.

CADE.—Spanish, 2s. per lb. for drum lots.

CAJUPUT.—Spot from 10. per lb.

CARAWAY.—Imported oil, 38s. per lb. CARDAMOM.—English-distilled unquoted; imported, 280s. per lb.

CASSIA.—Short with prices nominal. Castor.—Home produced B.P. oil, spot. £149 per ton naked ex mill (2-ton lots).

CELERY SEED.—From 96s. per lb.

CHAMOMILE.—Smalls 640s, per lb. CINNAMON. — From quillings, best English-distilled is 650s. per lb.; other B.P. oils from 85s. per lb. Ceylon leaf, forward shipment, 11s. 4d.; Seychelles, 7s., spot. CORIANDER.—B.P. oil, 48s. per lb., spot.

CUBEB .- Spot supplies of imported are 85s, per lb.

Dill.—Imported, 38s. per lb., spot. EUCALYPTUS.—Spanish, 3s. 3d. to 3s. 6d. per lb. on spot.

FENNEL.—Spanish sweet, spot, 11s. per

GRAPEFRUIT.—Florida, 18s. per lb.
JUNIPER. — B.P.C. 1949 oil is from
14s. per lb. on the spot. English-distilled,
140s. JUNIPER WOOD, from 5s.

LAVENDER SPIKE.—Spanish, 14s. per lb. for original drums.

Lemongrass. — Spot, 24s.; May shipment, 21s. 9d. per lb., c.i.f.

NUTMEG.—Imported B.P. oil is from 46s. to 90s. per lb. as to source. English distilled, 132s. 6d.

PATCHOULI. — Penang is 26s., duty paid and 21s., c.i.f., per lb.

PENNYROYAL. - Spot is 20s. per lb., duty paid.

PETITGRAIN.—Paraguay. 18s. per lb., spot; shipment, 17s. 6d., c.i.f.

PINE. — Pumilionis sylvestris, 9s., abietis, 15s. 32s. per lb.;

ROSEMARY.—Spanish is 9s. 3d. per lb. on the spot for best quality.

RUE.—Spanish is 23s. 6d. per lb. spot. SAGE,-Spanish 8s. 6d. per lb., Dalmatian, 23s.

Sandalwood. — Spot Mysore, 143s. 6d., per lb.; forward, East Indian, 131s. 6d.,

SASSAFRAS. — Brazilian is from 2s. 3d. per lb., duty paid.

Spearmint.—American oil on the spot 28s. per lb.

TANGERINE.—From 34s. per 1b. VETIVERT. — Bourbon spot, 105s. per lb.; shipment, 95s., c.i.f. 95s. to

UNITED STATES REPORT

NEW YORK, MAY 8: Imported PHENACETIN sagged by 10 cents on heavier shipments, to \$1 per lb. With demand light, BRUCINE softened in price to 50 cents per oz. for ALKALOID. Japanese Menthol declined by 15 cents to \$8.85 per lb, but is still well above the Brazilian product. American Saffron is down 20 cents to \$1.00 per lb. reflecting limited interest and new shipments from Mexico. Meanwhile, Spanish saffron advanced \$2.00 on tight supplies to \$28.00 per lb. Bois DE ROSE oil was much stronger with the Brazilian now \$2.90—up 40 cents per lb.—and PepperMINT oil was also higher with the natural \$3.55 per lb. (up 15 cents). East Indian SANDALWOOD at 22.25 was down 25 cents; PIMENTO LEAF oil at \$2.40, down 15 cents; and BOURBON GERANIUM at \$20.00, down 50 cents.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Sunday, May 13

PHARMACEUTICAL UNION, Playhouse NATIONAL theatre, Buxton, Derbys, at 2.30 p.m. Special area meeting.

Monday, May 14

BIRMINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Chamber of Commerce, 75 Harborne Road, Edgbaston, Birmingham, 15, at 7.45 p.m. An-

LABORATORY APPARATUS AND MATERIALS EXHIBI-TION, Exhibition hall, Harrogate, Yorks (until

NORTH LONDON PHARMACEUTICAL ASSOCIATION, School of pharmacy, University of London, Brunswick Square, London, W.C.1, at 8 p.m. Annual meeting followed by tour of the school,

Tuesday, May 15

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, Chamber of Commerce, 75 Harborne Road, Edg-baston, Birmingham, 15, at 7.45 p.m. Annual

COVENTRY AND WARWICKSHIRE BRANCH, PHARMA-CEUTICAL SOCIETY, Craven Arms hotel, High Street, Coventry, at 7.30 p.m. Special meeting.

EAST METROPOLITAN and FINCHLEY BRANCHES, PHARMACEUTICAL SOCIETY, School of pharmacy, University of London, Brunswick Square, London, W.C.1, at 8 p.m. Refresher course. Dr. Rosemary Cass on "Tranquillisers."

[ERTFORD BRANCH, PHARMACEUTICAL SOCIETY,

HERTFORD BRANCH, PHARMACEUTICAL SOCIETY, Masonic suite, Welwyn Stores, Welwyn Garden

City, at 8 p.m. Dr. David Jack on "Recent Advances in Chemical Pharmacology.

OILS AND FATS GROUP, SOCIETY OF CHEMICAL IN-DUSTRY, Gossage theatre, Liverpool University, Vine Street, Liverpool, at 6 p.m. Annual meeting, Mr. P. N. Williams on "Industrial Research with Special Reference to the Oil and Fat Industry,"

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY,
Hackwood hotel, Widmore Road, Bromley,
Kent, at 8 p.m. Annual meeting.
WEST MIDDLESEX BRANCH, PHARMACEUTICAL SO-

CIETY, Town Hall, Ealing Broadway, London, W.5, at 8 p.m. Film evening. "Oral Diuretics in Clinical Medicine" and "Anæmia."

Wednesday, May 16

CARDIFF PHARMACISTS' ASSOCIATION, Castle, at 7.30 p.m. Cocktail party.

DARTFORD BRANCH, PHARMACEUTICAL SOCIETY, Coach leaves Acacia Hall, High Street, Dartford, at 1.30 p.m. Visit to Wellcome Building, Euston Road, London, N.W.1.

DONCASTER BRANCH, PHARMACEUTICAL SOCIETY and BRADFORD INSTITUTE OF TECHNOLOGY, Lecture room B24, department of chemistry and biology, Doncaster technical college, Waterdale, Doncaster, at 8 p.m. Post-graduate course on "The Pharmacology of Modern Drugs." Mr. I. H. Lester on "Hypertension and its Treatment."

INSTITUTE OF DISEASES OF THE CHEST, Brompton hospital, Fulham Road, London, S.W.3, at 5 p.m. Dr. R. W. Riddell on "The Bacteriology of Mycobacterial Disease."

oo s s

LONDON SECTION, SOCIETY OF CHEMICAL INDUSTRY.
Afternoon visit to the Warren Spring Laboratory, Stevenage, Herts.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, fixture at Rochdale, Single-ball Stableford competition for the Nicholas Products, Ltd., prize.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, north hall, Liverpool Victoria Building, north hall, Liverpool Victoria Bloomsbury Square, London, W.1. meeting, At 10 a.m., appointment of scrutineers. At 8 p.m., declaration of Council election results and presentation of Council's report and statement of accounts.

Thursday, May 17

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, north hall, Liverpool Victoria Building. Bloomsbury Square, London, W.C.1, at 10 a.m. Branch Representatives' meeting.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Scientific meeting. Mr. C. H. Bulmer on "Package Testing in the Pharmaceutical Industry." Industry.

ROYAL SOCIETY, Burlington House, London, W.1, at 4,30 p.m. Croonian lecture, Dr. F. G. Young on "Insulin and its Action."

University of London, Post-graduate Medical School, 15 Du Cane Road, London, W.12, at 4 p.m. Professor G. M. Wilson on "Diuretics."

Friday, May 18

BRITISH TRADE FAIR, Stockholm, Sweden (until June 3).

FRANCO-BRITISH PHARMACEUTICAL CONGRESS, Hohwald, Alsace (until May 21).

UNIVERSITY OF LONDON, Post-graduate Medical School, 150 Du Cane Road, London, W.12, at 10 a.m. Professor R. E. O. Williams on "Some Recent Developments in the Prevention of Hospital Infection."

Saturday, May 19

EUROPLASTIQUE 62, INTERNATIONAL PLASTICS AND RUBBER EXHIBITION, Porte de Versailles Place, Paris, France (until May 29).

Advance Information

INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION, Olympia, London, W.14. May 28 to June 2.

INTERNATIONAL RUBBER EXHIBITION AND RUBBER TECHNOLOGY CONFERENCE, Church House, Westminster, London, S.W.1. May 22-25.

INTERNATIONAL SYMPOSIUM ON GAS CHROMATO-

GRAPHY, Hamburg, Germany, June 13-16.
SOCIETE CHIMIQUE DE BELGIQUE, Brussels, Belgium, International Symposium of Organic Chemistry of Natural Products, June 11-14.

THIRD CONGRESS OF THE EUROPEAN FEDERATION OF CHEMICAL ENGINEERING, Olympia, London, W.14, June 20-29.



T.V. "STILL": Shot from peak-hour television spot appearing during May for Wright's coal-tar soap (Wright, Layman & Umney (Sales), Ltd., 42 Southwark Street, London, S.E.1). The programme features Richard Attenborough and his wife (Sheila Sim) and their family,

COMMERCIAL TELEVISION

Figures in the columns represent number of appearances of the product during the week.

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TRADE MARKS

APPLICATIONS ADVERTISED

BEFORE REGISTRATION
From the "Trade Marks Journal," April 25 For pharmaceutical preparations and substances (5) SILDEX, 828,313, by Dubarry Perfumery Co., Ltd., Hove, Sussex.

For local auesthetics (5)

ACTOCAINE, 828,397, by Novocol Chemical Mfg. Co., Inc., Brooklyn 7, New York, U.S.A. For pharmaceutical preparations and substauces containing amide compounds (5)

CAPRAMIDE, 828,401, by Horlicks, Ltd., Slough, Bucks. For insecticides, fungicides, herbicides and weed-

killing preparations (5)

PREEGLONE, 829,668, by Plant Protection, Ltd., London, S.W.1, and Yalding, Kent. For sterilising compounds (5)

QUATSO, 829,848, by Watney, Combe, Reid & Co., Ltd., London, S.W.1.

For all goods (5)

SIBULAN, 830,318, by Boots Pure Drug Co., Ltd., Nottingham.

For viewers for use with photographic transparencies (9)

BOOTS BANTAM VIEWER, 824,351, by Boots Pure Drug Co., Ltd., Nottingham,

For optical, photographic and cinematographic apparatus, and parts and fittings (9)

ELBINA, 825,601, by Elbe-Kamera, G.m.b.H., Dresden A.16, Germany.

For photographic and cinematographic apparatus and instruments, and parts and fittings (9) LABOMIX, 828,492, by Agfa, A.G., Lever-

kusen-Bayerwerk, Germany.

For electrically heated blaukets and parts and fittings (10)

PHILIPS, 822,333, by Philips Electrical, Ltd., London, W.C.2.

For pants being articles of babies' clothing made of plastics (25) GOO-GOO, 829,769, by Erica Products, Ltd.,

London, W.10.

From the "Trade Marks Journal, May 2

For soaps, shampoos, oils, lotious, creams, jels and powders; all being for toilet and/or cosmetic purposes (3)

JOHNSON'S, 761,220, device with letters J & J, 761,222, by Johnson & Johnson, New Brunswick, New Jersey, U.S.A.

For all goods (3)

PROVINCIAL, 819,050, by French Provincial Perfumes, Inc., Ridgefield, New Jersey, U.S.A. For cleaning preparations, soaps, preparations and substances for laundry use, and detergents (not for use in industrial or manufacturing processes)

HUM, 826,427, by Lever Brothers, Port Sun-

light, Ltd., Port Sunlight, Ches.
For all goods containing or perfumed with pine

CRISPINE, B826,891, by E. R. Howard, Ltd., Ipswich, Suffolk,
For non-medicated toilet preparations for men (3)

DEBRET, B828,133, by Jabley, Ltd., London,

For plasters, bandages, dressings, cotton wool, tissues, absorbent textile materials and articles made therefrom, gauze, wadding, swabs, adhesive tapes, adhesive sheets, cotton tufts on sticks, chiropody felts, floss, and lubricaut jellies, all being for surgical, medical, and/or dental purposes; medicated preparations in the form of powders, creams, lotions, oils and jels, all being for use in the treatment of the human skin; sanitary towels and sanitary tampons (5)

JOHNSON'S, 761,221, device with letters J & J, 761,223, by Johnson & Johnson, New Brunswick, New Jersey, U.S.A.

For perfumed deodorant preparations for personal

DU LUNDI BODY MIST, 799,196, by County

Laboratories, Ltd., Brentford, Middlesex. For pharmaceutical preparations and substances

for human and veterinary use (5)

HYPEREG, 815,739, by Winthrop Group, Ltd. Surbiton, Surrey. DILOPECT, 828,428, by British Drug Houses, Ltd., London, N.1.

For disinfectants, germicides and sterilising compounds, all for use in industrial and manufacturing processes (5)

DODOGEN, 818,108, by Farbwerke Hoechst

G, vormals Meister Lucius & Brüning, Frankfurt on Main-Hoechst, Germany.

For pharmaceutical and veterinary preparations and substances containing halogens (5)

HALDRATE, 818,198, by Eli Lilly & Co., Indianapolis, Indiana, U.S.A.

For chemical preparations for destroying fungi in brickwork and masonry (5)

MUROSOL, 819,287, by Richardson & Starling. Ltd. Winchester.

For pharmaceutical preparations in tablet form for oral administration, but not including medicated confectionery (5)

TWEN, 820,439, by Winthrop Group, Ltd., Surbiton, Surrey,

For mineral salts for pigs and cattle (5)

PIGRITE, B821,034, by William Morgan Davies. Hereford.

For pharmacentical preparations and substances

PHARANGETS, 824,856, by Winthrop Group, Ltd., Surbiton, Surrey. SPAZNIL, 830,478, by T. J. Smith & Nephew, Ltd., Hull, Yorks. all goods (5)

BRASE, 825,561, by Parke, Davis & Co., Detroit 32, Michigan, U.S.A., and Hounslow, Middlesex, EPSAMON, 826,224, by Emser Werke A.G. (Usines d'Ems S.A.), Domat-Ems, Switzerland,

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," May 2, 1962

Medicated powders, J. N. Masci and H. F. Maso. 899,064.

Triazine derivatives, the manufacture thereof, and pharmaceutical preparations thereof. Wellcome

Foundation, Ltd. 899,404.
Production of α-substituted alkyl penicillins and salts thereof. Chas. Pfizer & Co., Inc. 899,199. Therapeutically active organo arsenic compounds, E. A. H. Friedheim, 899,218.

Method and composition for coating tablets. Abbott Laboratories, 899,053.

Coated tablets, Olin Mathicson Chemical Cor-

poration, 899,390, Therapeutic compositions containing a pyridine derivative. Upjohn Co. 899,059.

Steroid compounds, Merck & Co., Inc. 899,371. Quinazoline sulphonamides. Merck & Co., Inc. 899.362.

Rubeola vaccine and process. Upjohn Co. 899,011.

Manufacture of steroids, Upjohn Co, 899,375. Vinyl ester of 1,4,5,6,7,7-hexachlorblcyclo-(2,2,1)-heptene-(5-)-2-carboxylic acid and its production. Badische Anilin-& Soda-Fabrik, A.G. 899,380.

Quaternary ammonium compounds. Farbenfabriken Bayer, A.G. 899,144.

Sugar esters. Farbenfabriken Bayer, A.G. 899,211. Hydrazine derivatives and process for their preparation. Soc. Civile Auguil. 899,385. Production of steroid compounds. Lat Laboratoires

Français de Chimiotherapie, 899,216.

Aromatic aminohydroxyl compounds, their production and uses. Soc. Monsavon L'Oreal. 899,051. Derivatives of phenoxazine and processes for their Laboratoires Français de Chimioproduction, therapic, 899,014.

Tertiary alcohols and esters thereof, and their use. CIBA, Ltd. 899,056.

Process for preparing cyclohexylsulphamic acid and cyclohexylsulphamates, Abbott Labora-

tories, 898,988.
Process for sweetening sour hydrocarbon distillates and sweetening agents therefor, E. I. Du Pont de Nemours & Co. 899,032.

Benzothiadiaziue compounds. CIBA, Ltd. 899,037. Process for the preparation of L-isolencine, Tanabe Seiyaku Co., Ltd. 899,399.

α-phenoxy alkanoic Resolving optically active acids, Chas. Pfizer & Co. 899,023.

compounds. Soc. Farmaceutici Italia, 899.219.

Estratrienes, G. D. Searle & Co. 899,026. Steroid compounds and processes for their production. Laboratoires Français de Chimiotherapie. 899,217.

Esters of chlorinated benzyl alcohols and their use in herbicidal compositions. Fisons Pest compositions. Fisons Pest Control, Ltd. 899,243.

Cosmetic peucils. J. Aversa. 899,353.

Insect repellent compositions. E. Merck, A.G.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from June 20, 1962.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals

FRANQUILLISERS. Brit. Med. J., May 5.

IMIPRAMINE. Prognostic factors in treatment of depressive states with. Brit. med. J., May 5.

MANNITOL BUSULPHAN in disseminated breast carcinoma. Brit. med. J., May 5.

FUCIDIN: a new orally active antibiotic. Lancet, May 5.

FUCIDIN. Antibacterial activity in vitro of. Lancet, May 5.

FUCIDIN. Antistaphylococcal activity of. Lancet, May 5.

NEW QUADRUPLE VACCINE. Laucet, May 5.

DRUG SCREENING and evaluative procedures. Science, April 13.

DIMETHYLACETAMIDE: hitherto unrecognised hallucinogenic agent. Scieuce, April 13.

ERYTHROMYCIN ESTOLATE. Cholestatic jaundice with, J. Amer. med. Ass., April 7. CHLORPROPAMIDE. Photosensitivity due to, J.

Amer, med. Ass., April 7.

SALICYLATE THERAPY, Response of diabetes mellitus to, J. Amer. med. Ass., April 7.

DEMETHYLCHLORTETRACYCLINE-INDUCED CENCE, J. Amer. med. Ass., April 7.

DRUG METABOLISM. Pharmacology and biochemistry of, J. Pharm. Sciences, April.

PHARMACEUTICAL POWDERS, Study of water vapour sorption by, J. Pharm, Sciences, April,

FIBRINOLYTIC PREPARATIONS, Standardisation of, Measurement of proteolytic and activator activity of stroptokinase-activated human plasminogen. J. Pharm. Sciences, April.

SEPARATION AND IDENTIFICATION of barbiturates and some related compounds by means of gas-liquid chromatography. J. Pharm. Sciences, April.

GRISEOFULVIN analogues. J. Chem. Soc., April. AMOEBIASIS. The chemotherapy of, J. Chem. Soc., April.

SANTONIN. The chemistry of, J. Chem. Soc.,

6-AMINOPENICILLANIC ACID, Derivatives of, J. Chem. Soc., April.



DISPLAY STAND FOR A RANGE: Display stand now being introduced to the trade by representatives of Bristol-Mycrs Co., Ltd., Stonefield Way, South Ruislip, Middlesex, The stand, which is 15 in, high and 10½ in, wide, holds twelve each Mum rollette and refill, six each Mumi stick and body spray, and four Mum lotion, It is backed by a mirror lettered with the words: "Mum Deodorants, the modern way to personal freshuess."

BEECHAM FOODS LIMITED

ANNOUNCE THE FOLLOWING PRICE REVISIONS

Effective Tuesday, May 8th, when the 15% purchase tax on soft drinks and confectionery commences.

Product	Recommended Retail Selling Price (Including Purchase Tax) Each	Standard Pack	Standard Trade Price Per Pack	Purchase Tax Per Pack at S.T.P.		
LUCOZADE (Large) (Small)	2/7d 1 0d	1 dozen 2 dozen	22/6d 13/6d	3/4½d 2,0¼d		
RIBENA	3/11d	1 dozen	34/5d	5/2d		
PLJ (Large) (Small)	5/0d 2/1 0 d	1 dozen 1 dozen	43/11d 24/9d	6/7d 3/8½d		
RIBENA PASTILLES	per carton* 2/0d	3 dozen	51/4d	7,8 <u>1</u> d		



3d AND 6d OFF

Stock and display now for instant profits

From early May a special Nulis trial offer will give your eustomer 3d. off the small tin and 6d. off the large tin. This extra-special offer alone would be enough to make instant sales and profits but that is not all.

TELEVISION Nulis will be advertised in a powerful programme of TV Commercials in the following areas: -

London, Midlands, North, Scotland, Wales and West, South, North East, East Anglia, South West, Border, North East Scotland.

Viewership is estimated at 200,000,000. This massive drive coincides with Summer, the peak selling season for skin creams.

YOU CAN'T AFFORD TO BE WITHOUT STOCK To be eaught without stock of Nulis at this time

means that you are missing sales and one of your competitors is probably getting them.



This is the specially designed back of the pack, showing the special offer.

DISPLAY MEANS CASH Every woman who comes into your shop needs a first class cream like Nulis at an attractive price. So let your customers see that you have Nulis. Use the special display material skilfully designed to attract eustomers and make sales and money for you.



YOUR PROFIT MARGIN MAINTAINED

As the retail prices are being reduced by 3d. and 6d. so are the prices to you. This means your total profit stays as high as before and your percentage profit is higher.

MEDICALS
OVAL TABLETS
RECTANGULAR TABLETS
VIALS
RIBBED OVALS

EMERALD POISONS



PANELS
OLIVE OILS
TOILETS
PLAIN WINCHESTERS
POISON WINCHESTERS
POWDERS

Ring Miss Beatson

ROTHERHAM 3188



of the widest ranges—
all lines, all sizes.
You can rely on Beatson—
with over 200 years in the
service of the Chemist—
for uniform high quality
at reasonable prices...

for production-clean bottles, delivered when promised.

.

BEATSON

containers that SELL

BEATSON, CLARK & CO. LTD.

Glass Bottle Manufacturers since 1751

ROTHERHAM · YORKSHIRE



(THE MAN WHO'S WELL STOCKED GETS THE BIGGEST LIFT)

GERHARDT-PENICK LTD Thornton Laboratories - Purley Way - Croydon - Surrey



DUTCH DROPS

(1/-)5/- per doz.

 $1 \text{ oz. } (1/6\frac{1}{2})$ 8/4 per doz. 2 oz. $(2/6\frac{1}{2})$ 12/6 per doz.

CAPSULES 100's (4/10) 32/6 per doz. 14/2 per doz.

P.O. BOX 353

BROOK, PARKER & CO. LTD., BRADFORD, 7

Ever increasing sales make

COSETTE



the most popular and profitable Sanitary

protection

The original No-Belt briefs have given thousands of women the carefree pro-tection that difficult days demand. They give you a very handsome profit, too, so order now for another successful season.



Nationally advertised in leading women's magazines

RAYON Trade Price 46/- doz. Retail 6/9 pair. NYLON Trade Retail 8/9 pair.

* VERY ATTRACTIVE PACKS * HIGHLY COMPETITIVE PRICES

Order from your wholesaler or direct from:

COSETTE LTD, 21 BEAUCHAMP PLACE, LONDON, S.W.3.

BURROUGH'S JAMES BURROUGH LTD. 1 CALE DISTILLERY LONDON & E.11



MAUND & BERG

For Pharmacy Fittings, Complete Installations, or Individual Items...

175-9 OLD STREET · LONDON E.C.I Tel: CLErkenwell 1782

PARDALE

Basic N.H.S. Prices

7/6

: 35/6

THE NEW COMPOUND ANALGESIC containing no ASPIRIN FIRST OFFERED AT THE LONDON MEDICAL EXHIBITION NOW BEING ACTIVELY PROMOTED TO THE MEDICAL PROFESSION AVAILABLE ON PRESCRIPTION ONLY

DALES PHARMACEUTICALS LTD. POWER RD., LONDON, W.4 (CHI. 1441) STEETON, Nr. KEIGHLEY, YORKS (STEETON 3222) also manufacturers and suppliers of

MILLOPHYLINE TYORDAC QUINOCARBINE

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let us quote you:-



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ACID FOLIC U.S.P.
ANEURINE HYDROCHLORIDE B.P.
ANEURINE MONONITRATE PURE
PYRIDOXINE HYDROCHLORIDE B.P.
ASCORBIC ACID B.P.

PHENOBARBITONE AND
PHENOBARBITONE SODIUM B.P.
ICHTHAMMOL B.P.
PURE VIRGIN MERCURY 99.9%
SORBITOL SYRUP 70%

Inquiries for other Pharmaceuticals are invited.
Prompt attention given.

Exclusive Agents for the United Kingdom of the Osterreichische Ichthyol-G.m.b.H. Seefeld/Tirol. Austria. (Austrian Ichthammol Works Ltd.)

Takeda Chemical Industries Ltd., Tokyo, Japan Messrs. Roquette Freres, Lille, France.

FERRO METAL & CHEMICAL CORP. LTD

Importers and Exporters of PHARMACEUTICALS and RAW MATERIALS VICTORIA HOUSE, VERNON PLACE, SOUTHAMPTON ROW

Cables: FERROMETAL, LONDON Telephone: CHAncery 6961 (3 lines)

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STOCK VITASUN

CAPSULES FOR SUNBURN PROTECTION

Vitasun is the easy modern internal way of getting a
becoming suntan - plus all the health benefits of sunshine without pain or danger. Ideal for holidays, sports events, and
every occasion under the sun. Perfect as a preventative or for
use after burning. Safe for grown-ups and children - contains no drugs.
Vitasun Capsules were used extensively by competitors at the 1960
Olympic Games. Vitasun will be backed by advertisements
in the Sporting and Outdoor
Press during the Summer.

Manufactured by:

Burgoyne Burbidges & Co. Ltd., 274 Ilderton Road, London, S.E.15.



Increase your sales with goods made from 'Alkathene'

These 'Supermaid' canisters and screw top dispensers are typical of the strong, lightweight goods now being made from 'Alkathene'. They are produced by PLYSU HOUSEWARES LTD., Woburn Sands, Bletchley, Bucks.

Another sales-making line made from 'Alkathene'—The Feedmaster automatic chicken feeder marketed by BROILER EQUIPMENT CO. LTD., 4-6 Belle Vue Road, Andover, Hants.

AH66

OTEL TO



Stock goods made from 'Alkathene', the I.C.I. brand of polythene, and you will find your sales going up. Why? Because the 'Alkathene' label on these goods has been continuously featured in I.C.I. advertising for years and now is recognised by housewives all over the country as a sign of really reliable, top quality houseware. This year I.C.I. are continuing to help you build up your sales of goods made from 'Alkathene' by featuring this label in advertising in the National Press. Make sure that you get the most from this support by creating a special display of goods made from 'Alkathene' now.

Display goods made from 'Alkathene' now!

'ALKATHENE' is the registered trade mark for the polythene manufactured by I.C.I

IMPERIAL CHEMICAL INDUSTRIES LIMITED · LONDON · S.W.1



Travel today with LSA Land Sea Air Tablets

12's Cartoned

also a special Travel Tablet for children in wallets of eight

Excellent lines — Attractive point of sales material

Should you be unfamiliar with our trade terms we shall be happy to send you details and samples if you will kindly advise us.

ARTHUR H. COX & CO. LTD. BRIGHTON, ENGLAND



Today's best value in heavy gauge STEEL SHELVING

£3.15.0

Also available in white at £5·15·0. Extra shelves in white at 11/6 each.

Unassembled ready for erection

- Brand new—Manufactured in our own works.
- Shelves adjustable every inch.
- Heavy gauge shelves will carry 400lb. distributed weight each.
- Stove enamelled dark green.
- 6 shelves per bay—Extra shelves 8/-
- Quantity discount on orders for six bays or more.
- Send for Catalogue of other storage equipment.

Delivered free on the Mainland of England, Scotland & Wales
Satisfaction guaranteed or equipment replaced

N. C. BROWN LTD

Shelving Division, Heywood, Lancs.
NORTH LANCASHIRE DEPOT, BEACH HOUSE, HAMBLETON, Near BLACKPOOL.

Tel: 69018
TEL: HAMBLETON 411





What partnership

Wherever your business is situated, anywhere throughout Britain, you can take this for granted: better than one in every three women in your neighbourhood have one special link in common. They all read the weekly magazine Woman.

That's a very fine profit insurance for you. You're certain of a sale for any product advertised in *Woman*.

These *Woman* women are so devoted to the magazine that we call them THE *Woman* PARTNERSHIP—over 8,000,000 strong. They are really attached to *Woman*, hook, line, and sinker. It's not a casual switch-on like TV; not a daily "husband's left-over" like a newspaper; but a real womanly get-together with no men present, which goes on for seven days of every week.

Quite a lot of them must shop with you. So every week they'll want Woman-advertised goods. You have therefore a sure profit if you stock Woman-advertised goods yourself. Link with the partnership and you link with assured sales.

Ask your wholesaler for partnership products

. . . those advertised in Woman

the most powerful weekly for women in the world

WHERE 40% OF ALL FAMILY SHOPPING BEGINS EACH WEEK



A bold claim? But look at it this way. When Woman appears this week more than one out of every three women (41% actually) in your neighbourhood are going to read its pages—to take its advice on everything to do with personal and family shopping... to see and note what its advertisers are offering. Now these Woman readers represent 41% of your customers. And it's from Woman that they make up their minds what to buy from you. That is why we suggest it's good business for you to display what's advertised in Woman this week—and every week.



This is *Woman* which controls a weekly partnership of over 8,000,000 women customers who trust *Woman* to tell them what to buy.

Woman has the biggest weekly sale of its kind in the world—over 3,000,000 copies which are read by 41% of all women in the country. (January-December, 1961 I.P.A. 5.

The symbol below expresses the fact that *Woman* is more than a magazine. It is a direct link with Britain's best customers who can only be influenced all together through its pages. We call products advertised there partnership products—they are sure sellers.

Woman

A partnership of readers and advertisers created by the world's greatest weekly for women John Dennett, Advertisement Director, ODHAMS PRESS LIMITED, 96/98 Long Acre, London, W.C.2. Telephone: Temple Bar 2468 (100 lines) Telegrams: Southernwood Rand London Don't get overtaken in the Spring rush-Stock up <u>now</u> with these popular

ILFORD CAMERAS!

It's the start of the photographic season! Are you stocked up? The Spring rush is heading for *your* shop. Now's the time to build *big business*, because this year's Ilford campaign is the greatest ever in their history. There's a wonderful turnover ahead of you. Don't miss it. Do get stocked up now.

THESE CAMERAS ARE NEW!



New liford Sportsman Auto Magnificent semiautomatic 35mm camera specially designed for simplicity of operation. £27.11.10d. Case: £3.1.0d.



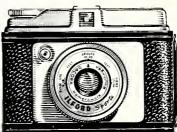
New liford Sportsman Auto Rangefinder A fully coupled rangefinder has been added to this model. £31.16.1d. Case: £3.1.0d.



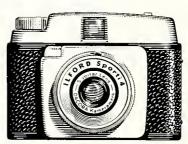
New liford Sportsmaster Manumatic Luxury camera for the real enthusiast. Sets its exposure automatically but can also be switched to manual control. £44.7.1d. Case: £3.4.5d.



Ilford Sportsman Vario f/2.8 35mm camera, very simple to operate, gives excellent results in colour and black-and-white. Lens can be focused down to 3.3 ft. to allow for fine close-ups. £11.19.6d. Case: £2.3.7d.



Ilford Sporti Very popular budget-priced camera with simpler shutter and aperture controls, eyelevel viewfinder for picture composition, and press button release for steady shooting. Smart metal finish. £3.17.7d. Case: £1.1.10d.

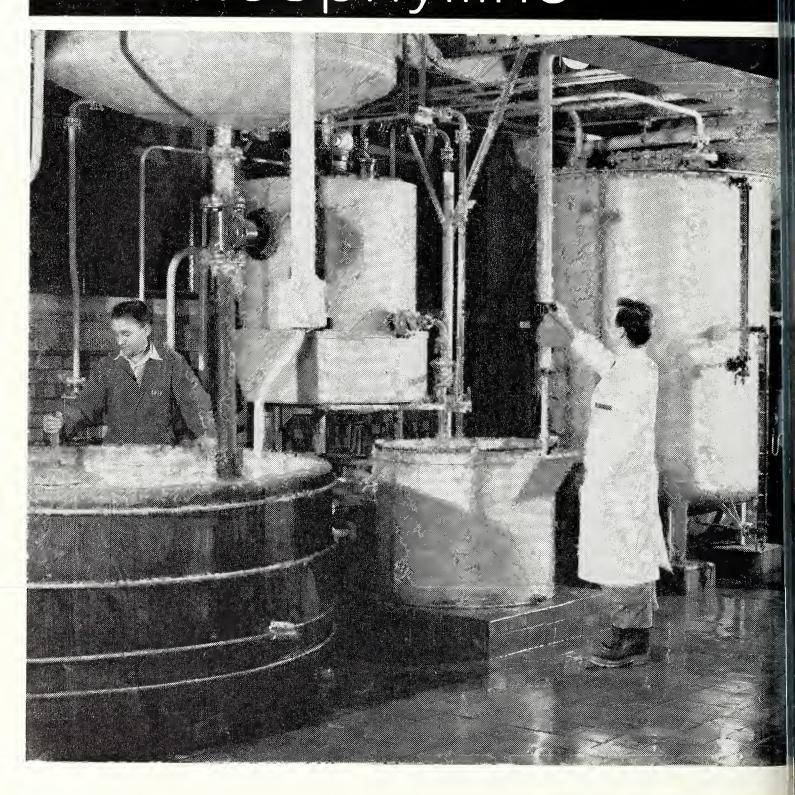


Ilford Sporti-4 Wonderfully simple to operate, with fixed focus lens, 2 aperture settings and single-speed shutter which is synchronised for flash. As well as having an optical eye-level viewfinder it is fitted with a tripod bush and an accessory shoe. £2.9.8d. Case: 17/5d.

L74/NQ/62

TODAY'S LEADER IN PHOTOGRAPHY ILFORD naturally!





Theophylline

Theophylline is prepared synthetically by a complex multi-stage process, and close control is maintained at all stages to ensure that the final product is of the highest standard of quality.

This new manufacturing plant has been installed in our Norwich factory to meet the growing demand for Theophylline which, with Aminophylline and other derivatives, plays an important part in modern medicine.

AMINOPHYLLINE B.P.
THEOPHYLLINE B.P. ANHYDROUS
THEOPHYLLINE B.P. MONOHYDRATE
DIHYDROXYPROPYLTHEOPHYLLINE



PHARMACEUTICALS

Manufactured by

MAY & BAKER LTD

DAGENHAM · ESSEX

Telephone: DOMinion 3060 · Exts. 317 and 318



first in the field and still ahead for quality and presentation

2/6

A KING PRODUCT

(including P.T.)

Cost 16/- per doz plus P.T.

Wholesale terms available

Counter display tray
as illustrated holds six—
one of each colour.
Blue, White, Pink, Green,
Yellow and Lilac.
Two display trays
in each outer.

Additional Distributors required



KING DEVELOPMENT CO., LTD.

WHEATASH ROAD · ADDLESTO SURREY · Tel: Chertsey 3:



NATIONAL ADVERTISING

In leading newspapers and magazines—DAILY EXPRESS, SUNDAY EXPRESS, RADIO TIMES, WOMAN, WOMAN'S REALM and 15 others.

TO PREVENT NAPPY RASH

To keep baby dry and comfy always—to ensure long quiet nights and happy days. Worn *under* the regular nappy (terry or disposable)—the *outer* nappy is wetted but *baby* stays dry and comfy. Baby's urine passes through and is absorbed by the outer nappy—but cannot go back.

Order NOW from your Wholesaler to meet this huge new demand. If any difficulty write for the name of your nearest wholesale distributor to: John Beales Ltd., Peveri St., Nottingham.

THE JOHN BEALES ASSOCIATED COMPANIES, NOTTINGHAM.



Telephone READING 73291-3

Telegrams LACTOSAN, READING

GASCOIGNE-CROWTHER LIMITED

Caversham Laboratories, Reading, Berkshire

By Appointment to Her Majesty the Queen, Manufacturers of Dairy Cleansers

Directors: Geo.H. Gascoigne (Chairman), H. A. H. Crowther (Managing), J. A. C. Kingston, G. A. Pilkington

11th May, 1962.

Dear Sir,

Are you a knapkin-chored father? If, as a chemist, you also have a domestic interest in washing napkins you present us with a golden opportunity of convincing you that Napisan is technically as good as we say it is.

Will you please drop us a post-card and we will send you, with our compliments, a packet of Napisan and reprints from the Medical Press dealing with its technical background.

Believe me I know what I am talking about in this! The young mother and twin babies shown on the Napisan packet are my daughter and her babies. The three years of laboratory research work which produced Napisan were conducted under my personal supervision. I know it is good and, of course, I know it is a chemist's line.

The Bonus Offer we made in February was a great success and we are going to repeat it in respect of June. A 3 dozen parcel will carry the basic discount of $33\frac{1}{3}\%$ with an extra 5% display bonus, one free in each dozen and with a good supply of samples and showcards. Moreover the fast selling economy size at 6/- can be included on the same terms. If there is a Baby Corner in your pharmacy - and I sincerely hope there is - Napisan deserves a prominent place in it.

Managing Director.



ORDER NOW TO ENSURE YOUR SHARE OF THE GROWING MARKET

retail

THE CANNON RUBBER MANUFACTURERS LTD ASHLEY ROAD · TOTTENHAM · LONDON N.17

More customers for

Let's join forces during NATIONAL BABY WEEK



to break all records for sales of WOODWARD'S

"Woodward's" Gripe Water is always in demand - but during National Baby Week the demand will undoubtedly be even greater. Thousands of mothers will be more conscious of baby care and many of them will be looking out for Woodward's.

BONUS TO RETAILERS

ASK OUR REPRESENTATIVE

FOR DETAILS OF THE SPECIAL WOODWARD'S BONUS OFFER INCLUDING THIS NEW QUICK-SELL COUNTER DISPENSER

and at the same time take advantage of special parcel discounts for all Sanitas Group Products.



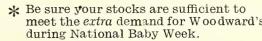
Bigger-than-ever advertising campaign now appearing in

Radio Times, TV Times, Woman, Woman's Own, Woman's Realm, Daily Express, Daily Mirror, Glasgow Sunday Post, Belfast Telegraph, Mother, Mother and Baby, Nursery World, The Baby Book.

- * A powerful sales aid for your counter, free with every Retail Bonus Order.
- * Intensified professional promotion and increased direct sampling.

DO YOURS . . .

- * Bring Woodward's to the front of your counter.
- * Display Woodward's in the quick-sell Counter Dispensers and see how quickly sales will follow.
- meet the extra demand for Woodward's during National Baby Week.



SANITAS GROUP SALES LTD. SANITAS HOUSE, CLAPHAM ROAD, LONDON S.W.9

WOODWARD'S

for my baby!





The New Superchair

The Unique 'Baby-sitta'

"Superbath" NOW ONLY 44/4

and a wide choice of baby baths and other nursery items that comprise the extended range of EKCO 'Gold Seal' Nursery Ware.

EKCO PLASTICS LTD

SOUTHEND-ON-SEA

ESSEX



A nappy's only three square feet. Two square miles is an awful lot of nappies . . . because the Mirror reaches an awful lot of mothers with nappy-wearing babies! Half a million in fact!!

That's why the makers of Waft are advertising in the Daily Mirror throughout the year—to tell British mothers that Waft makes nappies soft as new.

Cash in on this massive new market. Stock—and show—Waft.

DAILY MIRROR 14,627,000 readers

(IPA Readership Survey Jan.-Dec. '61)



WAFT in the Daily Mirror and in specialised women's magazines!

WAFT on London's TV screens,
Scotland's TV screens, and in Scotland's
Daily Record!

SOFT, SOFT NAPPIES GETA BIG HARD BOOST WITH THE SPECTACULAR NEW 'WAFT FOR NAPPIES' ADVERTISING

Washing alone won't keep nappies soft, but WAFT will.

WAFT really does make nappies soft as new!

WAFT also has a germ-inhibiting action to help prevent nappy rash.

This Waft message has magnetic appeal for young mothers.

Hundreds of 'em come to your shop—

SHOW THEM ALL YOU STOCK WAFT

STRAIGHT TO THE HEART OF EVERY MOTHER

goes this powerful new Waft advertising

A BIG PHOTO BLOW-UP OF THIS AD IS AVAILABLE FOR YOUR WINDOW—ASK OUR REPRESENTATIVE.
BUILD YOUR WAFT DISPLAY AROUND IT, AND CORNER THE DEMAND!



It's a soft life...



you're right chum...



I can feel the difference...



we've never had it so soft...



thanks to Waft...



Isn't Waft wonderful!

ING WON'T KEEP NAPPIES SO

Mind you. Waft is something extra; because Waft - the rinsing water is clear, just add Waft. Straight takes over where washing leaves off. So, if you've a favourite way of washing nappies, stick to it. But now, when you've finished the actual washing and

IMPORTANT

Waft helps prevent nappy rash!

Waft a germicidal and the presence of Waft in your baby's nappus helps prevent the srowth of the harmful germs responsible for mapsy rash. And, of course, Waft keeps nappies so solt that they don't chafe baby's tender skinand it's chafing that below bring on nappy main.

away Waft gets to work on those nappies - making them as soft as you've always wanted them to be - softer even!

WAFT DOES SOMETHING EXTRA FOR NAPPIES — IT ADDS SOFTNESS Waft restores the natural oils that washing takes out, lubricating the individual fibres and making them wonderfully soft and supple again. Waft puts back the softness washing takes away, and adds an extra softness all its own.

KEEP YOUR BASY NAPPY HAPPY

Let your baby enjoy the feeling of nappies that have never been softer. Because Waft really makes nappies soft as new, And a 25 bottle of Waft will last you through loads and lords of cappy washing.



NICHOLAS PRODUCTS LTD · BATH RD · SLOUGH · BUCKS · Telephone: SLOUGH 23971

PMEN

Halina

35 mm. TABLE VIEWER

- * Battery Operated.
- ★ The extra large, precision ground twin optically polished lenses are made from the world-famous Chance Pilkington Optical Glass giving perfect enlargements.
- ★ Large magnification 2½ times.
- ★ Lenses can be taken out for cleaning purposes.

£4-19-6

Ever Ready Case £1-8-1



Two UII Batteries 10d extra



IDEAL FOR BLACK/WHITE * Coupled film

COLOUR

Halina 35X

- ★ All metal precision 35 mm.
- \star f/3.5/45 mm. colour corrected lens.
- * Synchronised shutter up to 1/200th sec.
- Transport and exposure counter.



- ★ Synchronised shutter speeded up to 1/100th sec.
- Coupled front lens focusing.

J= | ()=()

Leather Ever Ready case £2/7/-



150 watt lamp 21/9 Carrying Case 25/-

Halina

BEST VALUE IN 35 mm, CAMERAS

- ★ Three apertures, 8-11-16.
- * Bulb and instantaneous shutter.
- ★ ALL METAL with satin chrome/leatherette finish.
- ★ Synchronised for flash.
- ★ Double exposure prevention.



- ★ f/3.5/80 mm. hardcoated colour corrected lens.
- * Double condensers.
- ★ Helical focusing.
- ★ All metal.
- ★ Heat absorbing filter.
- ★ Accepts all 2×2in. slides.

Can be converted to 300 watt projector in a few minutes by fitting the HALINA all-metal Fanbase. £5-5-0



Halina VICEROY

- **★** TWO CAMERAS IN ONE
- * All metal.
- \bigstar $2\frac{1}{4} \times 2\frac{1}{4}$ and 35 mm. on 120 film.
- ★ Double meniscus f/8 lens
- ★ Actual size ground glass reflex viewfinder.
- ★ Synchronised for flash.

Ever Ready Case 18/-



£3-19

Ever Ready Case £1-10-11 with detach-

6 - 4TWO-IN-ONE

CAMERA $2\frac{1}{4} \times 2\frac{1}{4}$ or $1\frac{5}{8} \times 1\frac{5}{8}$

- * ALL METAL
- ★ Achromat lens f/8.
- ★ Front lens focusing.
- ★ Apertures 8-11-16.
- ★ Double exposure prevention.
- ★ Synchronised for flash (bulbs).



J. J. SILBER LTD

40-46 Lamb's Conduit St. London WC1

Telephones HOL 4214/5/6, CHA 2237/3596

A NEW LOOK FOR THE FACE OF ENDOCIL

Everything about Endocil has changed for the better. But Endocil itself could not be bettered. Inside the new jar, inside the new tube, is the same Endocil beauty cream that so many women over 30 swear by. It holds a new promise for them—to renew the skin's youth in 21 days!



The new black and gold tube holds as much Endocil as before and sells at 5/8 (incl. P.T.)

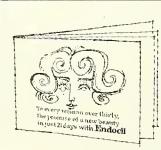
This handsome black and gold jar holds 25% more Endocil than before, yet sells at only 12/5 (incl. P.T.)

A NEW LOOK FOR ENDOCIL ADVERTISIN



Because life is for living, for growing lovelier with the years...

To every woman over thirty Endocil makes this promise: your skin can be young again -and you will see it happen!



Endocil offers you this free booklet telling you all about the 21-day Endocil Beauty Treatment and how it restores your skin to youthful beauty. Ask your chemist for a copy. Or write to the address below.

Endocil costs 12/5 for a treatment jar or 5/8 for a tube. It is specially priced so that every woman can afford to keep her skin young,

Endocil is made by Organon Laboratories Ltd., Brettenham House, London, W.C.2

This is a promise that only Endocil can keep; that your skin can be restored to the height of its beauty, and stay beautiful with regular Endocil treatment. Scientific tests prove that Endocil penetrates deep within your skin, activating your own cells to recreate the life-giving moisture which restores the bloom of youth to your skin.

Use Endocil for 21 days, and you will see and

feel this happen. Science has given you back your birthright. You can have a supple, dewy soft skin, now that hormone enriched Endocil has been discovered. Regular Endocil will keep your skin young-always.



Endocil makes the strongest promise any beauty cream can make a woman-a renewal of the skin's youth in 21 days. This is the new promise of Endocil. What other beauty cream can make such a promise-and keep it? Science proves that Endocil can.

The Endocil promise is blazoned in exciting new advertisements in the daily and Sunday papers (the very first time in the national press for Endocil) as well as in the most influential weekly and monthly women's magazines.

You will be asked for Endocil, increasingly, by the women who read these:

DAILY TELEGRAPH

SUNDAY TELEGRAPH

SUNDAY TIMES

WOMAN'S OWN

VOGUE

QUEEN

HOUSEWIFE

MODERN WOMAN

WOMAN & HOME

WOMAN'S JOURNAL

A NEW LOOK FOR YOUR PHARMACY WITH ENDOCIL

nen who have never before heard of ocil will be attracted by the promise it es to renew the skin's youth in 21 days.

Twill be asking you for the free 21-day

beauty treatment booklet offered in Endocil advertisements. Make sure you have a good supply of these booklets and of the other display material as well.



Display unit for the window



her Frederik 21 - das

New display outer for Endocil tubes



NEW PROFITS FOR YOU WITH ENDOCIL

ocil gives you high profit margins—with profit, plus an extra $12\frac{1}{2}\%$ for display or more jars or on 12 or more tubes.

ocil is sold only through pharmacists. And ll be selling more than you've ever sold

when the new advertising breaks. You can recommend Endocil confidently because it is scientifically formulated and tested. Don't forget that, once a woman uses Endocil, she'll be back for it again and again and again to you, her pharmacist.

Endocil

HORMONE-ENRICHED BEAUTY CREAM, MADE BY ORGANON LABORATORIES LIMITED, BRETTENHAM HOUSE, LANCASTER PLACE, LONDON, W.C.2.

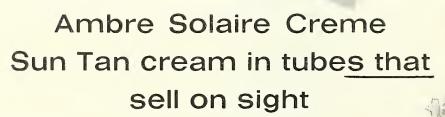
AMBRE SOLAIRE

AMBRE SOLAIRE



member of the Ambre Solaire

family!



Now Ambre Solaire Creme comes in popular priced tubes, to bring you still more sales and profit.

Cash in on the big Summer demand for this fast-selling line—Ambre Solaire Creme. Trade Price 40/- per doz. tubes, plus tax. Retail Price 6/6 tube.

Also available are the ever popular—

Ambre Solaire Oil: In handy bottles. Price 7.3.

Ambre Solaire Oil in Aerosol:

Really economical because it lasts for so long. Price 15 --

Ambre Solaire Mousse in Aerosol:

Especially suitable for women, children and those with sensitive skins. Price 15/-.

This Summer nation-wide advertising for Ambre Solaire will reach millions every week, with dominant spaces in <

US RIVIERA SUN-TAN CREAM

DAILY EXPRESS · DAILY MAIL
DAILY TELEGRAPH

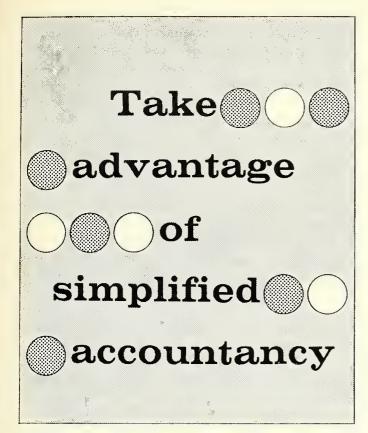
SUNDAY TIMES
SUNDAY OBSERVER



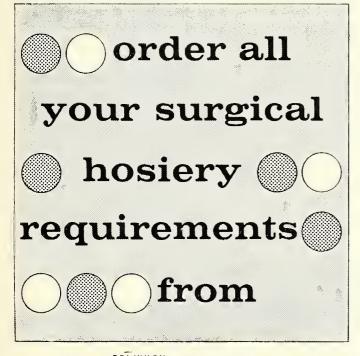
AMBRE SOLAIRE

gives the quickest, deepest tan without burning

Manufactured and distributed by GOLDEN LIMITED, Berkeley Square House, Berkeley Square, London, W.1. Mayfair 8240 Ambre Solaire Oil (bottle only) now available in Eire — Trade Engulries to: Lilmar Pharmaceuticals Limited, Santry, Dublin



The Lastonet range of Surgical Hosiery embraces every type of stocking supplied under the N.H.S. This enables you to recommend Lastonet at all times and take advantage of ONE SUPPLIER—ONE ACCOUNT—ONE CHEQUE. Lastonet accounts may also be paid through the N.P.U. Clearing House. Think what this means to you—less work—reduced overheads and increased efficiency, PLUS A POST-FREE SERVICE. It is a sound policy from every angle to recommend Lastonet Surgical Hosiery.



INCORPORATING BRI-NYLON * REG. TRADE MARK OF BRITISH NYLON SPINNERS LTD.



PRODUCTS LTD

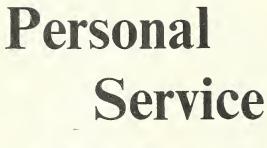
REDRUTH · CORNWALL



You receive
extra merchandise
(retail value 5/-)
on every case of
Silcot Santowels
ordered before
June 11th

This is on top
of the highest margins
and generous quantity
case rates

INCREASE YOUR PROFITS BY FILLING IN COUPON OVERLEAF



means

a lot..

YOUR INTERESTS

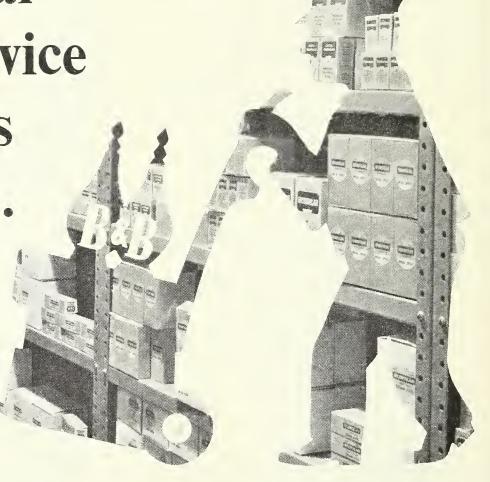
ARE OUR INTERESTS

YOUR PROBLEMS

ARE OUR PROBLEMS

LET US HELP YOU

SOLVE THEM



When you are caught in the crowd and bustle of a large Railway Terminal the personal attention given to your needs by an experienced Porter is always invaluable. Your telephone is the link with our service which has been designed to give you accuracy and speed combined with personal attention.

THIS IS OUR AIM

Our deliveries cover a wide area in the South of England, we are constantly expanding our stocks and services, and our Pharmaceutical Staff is always ready to assist you.



KING'S ROAD

READING

Reading 55861

Also at
WEST HILL ROAD,
ST. LEONARDS-ON-SEA
(Hastings 6602)

WADDON MARSH WAY, CROYDON (MUNicipal 2500)

RAMSGATE ROAD, SANDWICH (Sandwich 3335) With the introduction of Purchase Tax on Chewing Gum, the following retail prices are recommended for products of The Wrigley Co. Ltd, with effect from May 8th.

WRIGLEY'S
SPEARMINT
AND
DOUBLEMINT

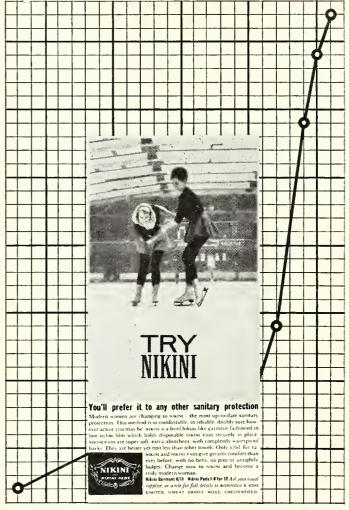
PER PACKET

ARROWMINT

P.K

21 PER PACKET

SO MANY WOMEN ARE CHANGING TO MINITERING TO



NATIONAL ADVERTISING CREATES DEMAND

Inset is one of the new series of striking advertisements now appearing in mass-circulation women's magazines, seen by millions of women throughout the country, NIKINI is the most talked about development in sanitary protection since the first disposable towel was introduced. Once tried it is preferred to any other protection.

Note: You may obtain a special discount of from 5% to 10% by including "Mene Towels" on your order for "NIKINI-pads"—ask about it now! Be sure of your share in the NIKINI success story—make full use of the free display materials available from:

ROBINSON & SONS LTD., WHEAT BRIDGE MILLS, CHESTERFIELD



ferraniacolor



throughout Europe to-day for 8 and 16mm movie films the bright, live, sharp FERRANIACOLOR

unsurpassed quality

qualified laboratories
for quick processing
of FERRANIACOLOR films
throughout Europe

DAYLIGHT REVERSAL FILM 25 ASA. ARTIFICIAL LIGHT REVERSAL 40 ASA

Sole U.K. distributors: NEVILLE BROWN & CO. LTD., 93/97 NEW CAVENDISH STREET, LONDON, W.I.

Synadria. Regd. Trade Mark

'an effective drug for treating angina pectoris'

Canad. med. Ass. J., 1961, 85, 1352

Synadrin is a new product for the treatment of patients with angina pectoris and it is an original compound unrelated to other drugs used in the management of heart disease. It is for long-term treatment at an initial dosage of two tablets three times daily, reducing after three days to a maintenance dosage of one tablet two or three times daily. Synadrin is effective and safe: in more than

1,000 patients there have been no serious side-effects.

Synadrin is already known to specialists in this country and it will be introduced to general practitioners this month by direct mail and medical press campaigns, with support from the Company's team of representatives.

Initial supplies are available from your wholesaler now.

PRESENTATION AND PRICE

Synadrin is presented as sugar-coated tablets, each containing 15 mg. prenylamine lactate in bottles of 30 and 150 tablets.

PackTrade price30 tablets104/- plus 25/5d P.T. per dozen150 tablets34/8 plus 8/6d P.T. each



Synadrin is known as Segontin in some countries

HOECHST PHARMACEUTICALS LIMITED, SLOUGH

Sole distributors in the United Kingdom: Horlicks Limited, Slough, Bucks



15 million customers will be told: 'This hot water bottle cannot leak'—again and again, throughout the selling season in:

Woman's Own · Woman's Realm · Woman's Weekly...plus special booster advertisements during cold spells—scientifically timed for your area by top weather forecasters.



WILLIAM FREEMAN & CO. LTD., SUBA-SEAL WORKS, STAINCROSS, BARNSLEY, YORKS. BARNSLEY 4081

Supplement

ALDIS XT 150

Automatic magazine projector with finger-tip operation of slide-changing lever and back spacer. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 150 w. illumination. Polystyrene carry-cover, and one magazine.

£16 19 6

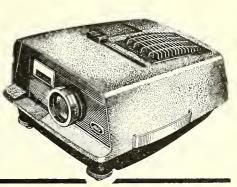
150 w. lamp (extra) £1 10 0 5pare magazines 10/- each

ALDIS XT 434

Similar to XT 150, but with 300 w. Illumination and efficient new "two-way" cooling system. Magazine takes 3 sizes of transparency—35 mm., 4 × 4 and 3 × 4 cm. Complete with polystyrene carrycover and one magazine.

£23 18 6

300 w. lamp (extra) £1 17 6 5pare magazines 10/- each



ALDIS XT 330

Fully automatic magazine projector, remote controls for focusing and slide changing. Magazine takes 30 2" x 2" or Super slides. 8.5 cm. f/2.5 lens, 300 w. illumination. Complete with carrycover and one magazine. £38 17 6
300 w. lamp (extra) £1 17 6
Spare magazines 10/- each

ALDIS XT 360

As XT 330 plus automatic self-timer; rheostat switch to reduce initial voltage to the lamp; socket for tape recorder. £54 17 6



300 w. lamp (extra) £1 17 6 Spare magazines 10/- each



ALDIS 303

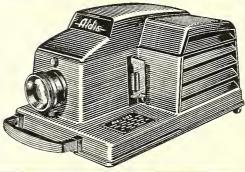
300 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective £21 0 0

300 w. lamp (extra) £1 17

ALDIS 505

500 w. suction-cooled projector with 8.5 cm. f/2.5 lens and Aldaspheric optical system. Complete with protective cover. £24 18 6

500 w. lamp (extra) £2 15 0



ALDIS 300

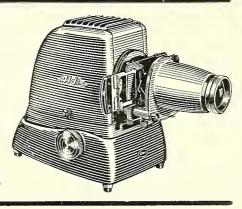
300 w. projector with great screen brilliance and picture detail. Complete with 8.5 cm. f/2.5 Aldis anastigmat lens and 2" x 2" slide carrier. £17 18 6 £17 18 6

With 10 cm. f/2.8 lens £19 18 U 300 w. lamp (extra) £1 14 3

ALDIS 500

Blower-cooled 500 w. projector, complete with 8.5 cm. f/2.5 anastigmat lens and 2" × 2" slide carrier. £22 2 6

With 10 cm. f/2.8 lens £24 2 500 w. lamp (extra) £2 6





ALDIS 5-STAR 1000

Blower-cooled 1,000 w. projector, complete with 10 cm. f/2.8 anastigmat lens and $2'' \times 2''$ slide carrier.

£29 18

With 15 cm. lens

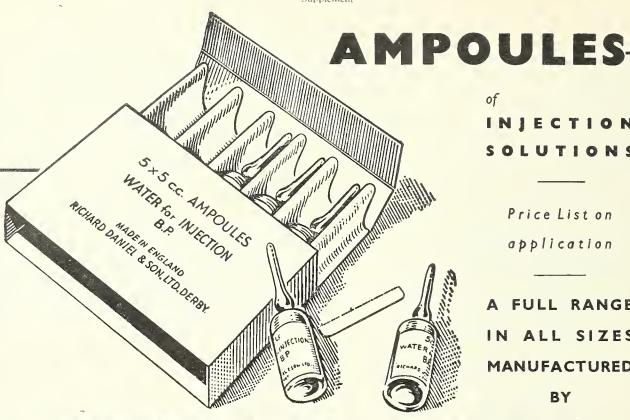
h 15 cm. lens £34 2 750 w. lamp (extra) £2 13 1,000 w. lamp (extra) £3 2

THE WORLD'S FINEST COLOUR SLIDE PROJECTORS

Distributed by

LE BROWN

NEVILLE BROWN & CO., LTD. LONDON, W.I



INJECTION SOLUTIONS

> Price List on application

FULL RANGE ALL SIZES MANUFACTURED BY

RICHARD SON

MANSFIELD ROAD, DERBY

TEL: 40671 (10 lines)

Also at ASHTON-UNDER-LYNE. TEL: 5161 (9 Lines) and GRASSMOOR. TEL: Holmewood 481 (5 lines)

TWO HAIR TREATMENTS TO RECOMMEND

The only DANDRUFF TREATMENT with a BIG reputation in 9 European Countries

DANDRUFF REMOVER

Brings instant relief in the most severe cases

Dandruff in its worst form responds immediately to Gill's Dandruff Remover Medicated Shampoo, a product sufferers will appreciate and bring you many repeat sales.

PRICES:

Wholesale 19/- (plus P.T.) per dozen to retail at 2/9 per bottle. Sachets: 5/8 (plus P.T.) per dozen (minimum order 3 dozen). Retailing at 9d. each (inc. P.T.)

Also made and distributed by

EUGENE-GALLIA Paris and Barcelona BEAUTISALES LTD., 35 OLD BOND STREET, LONDON, W.I. Telephone: HYDe Park 2565-6 Eire Agents: MUR-RA LTD., 10b Fishamble St., Dublin, Eire

... and for customers with thin and falling hair — you can recommend with fullest confidence

Jochem's WONDERFUL DUTCH HAIR PREPARATION

Hundreds of Testimonials from both men and women

Your customers whose hair is becoming thin or falling or who suffer from premature baldness will thank you for recommending Jochem's. A sure money maker.

110/- per dozen or 9/8 per bottle for less than one dozen. (All prices plus P.T.). To retail at 19/6 per bottle (inc. P.T.)



MOORLAND DISPLAY BONUS

MOORLANDS ARE SOLD ONLY THROUGH CHEMISTS

For every dozen packets of **Moorland Indigestion Tablets** you order during the period of this offer you will receive one bonus packet; and for every display carton of 2 dozen 10d. single rolls you will receive a free 1/7d. packet. You pay no purchase tax on the bonus—we pay that for you!

DIRECT ORDERS ONLY (£2 10s. upwards) subject to your agreement to a fourteen day Counter/Window Display for **Moorland Indigestion Tablets**

PLUS THESE QUANTITY DISCOUNTS:

£2. 10s. orders (excluding purchase tax) less $2\frac{1}{2}\%$ £5 , , , , , , 5% £7. 10s. , , , , , , , , , , $7\frac{1}{2}\%$ £10 , , , , , , , , , , , , , , 10% Carriage paid on orders of £5 and over, assorted products.

MOORLAND RETAIL PRICES:

20's roll 10d. 40's carton 1/7d. 80's carton 2/9d.



FOR A LIMITED PERIOD ONLY MAY 14 - JUNE 30



W. B. CARTWRIGHT LTD., RAWDON, LEEDS

CRYSTAL

Recommend

Rollfilm 120 Rollfilm 620 Rollfilm 127

STILL ONLY 2/9



BLACK & WHITE FILM

35mm and Rollfilm
Slow, Medium and Super Fast

Sole Distributors in the U.K.
GNOME PHOTOGRAPHIC PRODUCTS LTD 'CAERPHILLY ROAD 'CARDIFF

CUT COSTS with

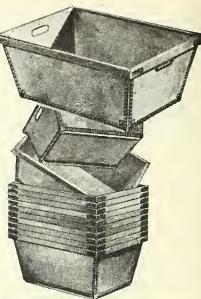
PLYFA

NESTING SKIPS

From wholesaler to retailer without repacking saves costs—now this well-proven system can be modernised by the NEW PLYFA skip.

Constructed from water resistant plywood and first quality hardwood. Pressure assembled with rustproof steel strip ensuring exceptional rigidity and lightness. A contemporary design for modern conditions.

Especially suitable for stacking and mechanical handling systems.



OTHER PLYFA CONTAINERS



Туре ВВ Т

Type D

Type LI

Write far illustrated leaflet ar ask our representative to call.

LURALDA LTD.

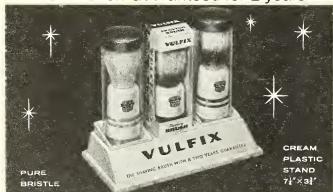
IBEX HOUSE, MINORIES, LONDON, E.C.3.

Tel. ROYal 1852

A NEW DISPLAY for

SHAVING BRUSHES

Each brush Guaranteed for 2 years



FREE with PARCEL No. 910 containing...

PROGRESS SHAVING BRUSH (VULFIX) LIMITED MOTTRAM STREET, STOCKPORT, CHESHIRE. Tel. STO 2147

London Office: 143 New Bond St. London W.I Tel. HYDe Park 3886-7

6 ft. DISPLAY COUNTER



Make the most of your displays with this handsome counter. Sliding glass doors and adjustable shelf. Light oak finish.

Dimensions: 72" long, 36" high (including 6" legs), 24" deep.

Delivered free by our own van to all areas

Send for Illustrated Brochure

THIRSK

EQUIPMENT COMPANY LIMITED. Dept. C.D., 741-743 Garratt Lane, London, S.W.17. Tel: WIMbledon 2291 (4 lines)

For Chemists only ...







Note These Prices!

ASPIRIN (B.P. 5 grain)

Bottle	es of:	25	tablets	2/11	per	dozen
,,	,,	50	,,	4/11	,,	**
>>	"	100	,,	7′9	,,	,,
Strip	packed	5	"	12'-	per	gross
,,	,,	25	"	2'6	per	dozen
,,	,,	100	**	7/6	,,	**

CODEINE Compound B.P.

Bottle	s of:	12 t	tablets	5/3	per	dozen
,,	"	25))	9/-	**	**
,,	"	50	**	16' -	**	"
,,	"	100	,,	30/-	**	**
Strip	packed	d				
car	tons o	of: 12 t	tablets	4/9	per o	dozen
,,	,,	24	,,	8/-	**	,,
"	"	50	**	15'-	,,	**
		100		00/		

A.P.C. (B.P.C.)

PA OF O (D.P.C.)		
Bottles of: 25 tablets	6'-	per dozen
,, ,, 100 ,,	18'-	"
Strip packed		
cartons of: 12 tablets	5'-	per dozen
100	16/6	

SPECIAL OFFER

5 per cent discount on orders received before MAY 31st.

 $2\frac{1}{2}$ per cent cash with order in seven days. Carriage paid over £3

DEV PRODUCTS

HOLYWELL TRADING ESTATE · WATFORD

Telephone: Watford 21812

make
a good
regular
profit
with

Jay Cors
REGENESOROPS

ZINC OXIDE PLASTER



EDWARD TAYLOR LTD MONTON, ECCLES, MANCHESTER

BEAUTIFULLY FRESH IDEAS FROM Scentine



MAKING FRESH PROFITS FOR YOU!

QUIFF—Liquid Air Freshener in Puffer Bottle and Aerosol. Retail 3/9d.

WHAM—Fly and Insect Killer Aerosol. Retail 3/9d. Block Air Fresheners: MIKE—Fragrant block in plastic holder with suction grip. Retail 2/9d. Bobby—New presentation, 2¾ square block with hanging tab. Retail 1/-. MINOR—Fragrant block in polythene holder with suction grip. Retail 1/6d.



Scentinel

HOME OF HYGIENE-IN-THE-HOME

New Hygiene Ltd., 266 Holloway Road, London, N.7



THE WOMAN WHO WOULDN'T SHOW HER SMILE—

until she used Steradent

She'll be seen on peak time 30-second television spots all over the country—and her story has the kind of human interest that *sells!*

This is just part of a powerful Steradent promotion programme for 1962. There will be 15-second commercials as well—more than a hundred spots in all! Big advertisements in the Daily Mirror and Radio Times! Full pages in the dental journals!

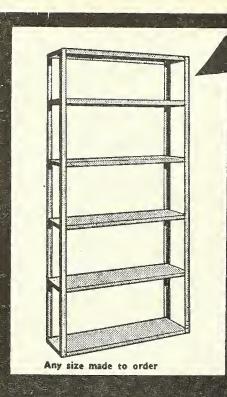
3 out of 5 adults have false teeth. 3 out of 5 of your customers should be Steradent users. And they will be in 1962!



NOTICE HOW POPULAR STERADENT TABLETS ARE BECOMING?

They're so convenient and easy to use—so handy for travelling. No wonder more and more people are buying Steradent in *tablet* form. So stock up—and give Steradent Tablets a good reminder position for extra sales!

Steradent comes in powder form—in tins with handy measuring caps—1/7, 2/10, and 4/-; or in tablets, each one the correct amount for a steeping—2/-.



THE BEST BUT IN U.K.

STEEL SHELVING BRAND NEW HEAVY GAUGE

Free delivery within 14 days. N. Scotland, Ireland, I.O.M. Carriage forward.

71" high x 34" wide, 12" deep with 6 shelves as illustrated.

	o shelves as	illustrated,	
Height	Width	Depth	
71"	34"	9"	
71"	34"	12"	
71"	34"	15"	
85"	34"	12"	
85"	42"	12"	
			_

Each shelf will Shelves adjustable hold over 3 cwt every 2"

No. of Price each 3
Shelves Price or more

	No. of Shelves	Price	each 3
	6	63/-	61/-
	6	65/-	63/-
	6	85/-	83/-
	6	73/-	71/-
	6	91/-	89/-
_			

Stove enamelled White enamel units dark green 30/- extra



DEPT. C. & D.

DEVON ST. WORKS Tel. ROCHDALE 40070 78

for a "handsome" profit... A

Andyettes—an entirely
new household glove with terrific
feminine appeal. Made in
finest jersey fabric with special
plastic moisture-resistant finish.
Attractively finished with red
rose motif. Andyettes will
outlast the ordinary household
glove and wash well.
Each pair sealed in polythene bag
and ticketed.

Trade price. 67/6 doz pairs.

Purchase tax 6/6





TEDSON, THORNLEY & CO. LTD., (CD) ROCHDALE LANCS.

Ulay Vitamin Night Cream

This is to advise that supplies of this recently introduced vitamin night cream can be obtained through your usual wholesalers. 2 oz. jars only. Retail price 9/-.

(Normal trade discount applicable)

Distributors:

BIOMETICA LIMITED

Barnet By-Pass, Boreham Wood, Herts.

(also distributors for Oil of Ulay and Lemon Delph Freshener)



Trade enquiries welcome. Please write or telephone: The Py-Spray Co Ltd, 2-4 Fitzroy Street, London W1 Tel: LANgham 7574





there is no question of doubt



Agfa are world famous for quality. They have pioneered many of the great advances of modern photography. In the 55mm camera field they offer today's outstanding value for money—the Silette range. There are over 5,000,000 Agfa Silettes already in use. Into every one is built a wealth of experience and precision skill. A world of photographic perfection and pleasure for your customers.

Be completely sure sell Agfa. Typical of the superb range of Agfa precision cameras—from £5.9.9 to £89.5.5—is this top value model. Agfa Silette 4-speed Streamlined 55mm camera with Brightline viewfinder. Indicates full negative area by means of superimposed luminous frame. f2.8/45mm. Agfa Color-Agnar lens. Pronto 4-speed shutter. Delayed action. X-synch. £15.17.8.

AGFA LIMITED · 27 REGENT ST · LONDON S.W.1 · TEL: REG 8581/4

DESIGN CENTRE AWARD



We are proud to announce that the new Vacco de luxe Vacuum flask has received one of the 10 Design Centre Awards of 1962

** The judges considered that in this flask plastics have been used because of their advantages over plated metal, not merely as a substitute. This represents an advance in the design of a popular article intended for sale at a low price. They admired the clean lines of the casing and the functional detail; the clip fastening of the cup, the stopper that does not leak, and the shock absorbent mounting.

RETAIL PRICE



Jacco REGO.

Available in Standard Size: 16 fl. oz.

Colours: Red, Blue, Coffee.

List Item Model VLP from your wholesaler.

de luxe

VACCO LIMITED, GROSVENOR GARDENS HOUSE, LONDON, S.W.I.

Telephone: VICtoria 8785

UNICHEMS growth beats all previous records

482 NEW 'UNICHEMISTS' IN THE PAST 12 MONTHS

Last year, Unichem embarked on a programme of expansion to strengthen the organization in every direction; to increase the number of supporters; to enhance its services throughout the country. In new supporters alone, the past 12 months have seen remarkable achievements—no less than 482 independent chemists have joined the movement. Indeed a record year. The opening of Unichem's Nuneaton Depot in October immediately brought a number of new supporters, The Depot is now in a strong position to give the full benefits of the Unichem service to hundreds of chemists in the Midlands.



the total figure now reaches

2026

During the past year, Unichem has made considerable investments to increase benefits to its supporters by way of extra Depot staff, additional representatives, improved deliveries, enlarged stocks—especially of ethicals and sundries

HOW UNICHEM IS BACKING ITS SUPPORTERS

Unichem deliveries are being increased in frequency and radius

Increasing team of representatives means more frequent and more personal attention

Unichem's modern stock control systems ensure constant availability of ethicals

A wider range of Sundries gives supporters a greater choice

Unichem's enlarged Shop Modernization Service, through additional experts provides on-the-spot consultations in supporters' pharmacies

The Unichem Information Bureaux of pharmaceutical, technical and business administration have been strengthened to give a yet broader service to supporters

These and many other benefits could be YOURS

Unichem is wholly owned and controlled by independent Chemists and exists for their exclusive benefit

THERE'S NO SUBSCRIPTION—
Inquiries invited from all owner-pharmacists

UNICHEM LIMITED

HEAD OFFICE:

BROADWATER ROAD, LONDON, S.W.17 BALHAM 1151



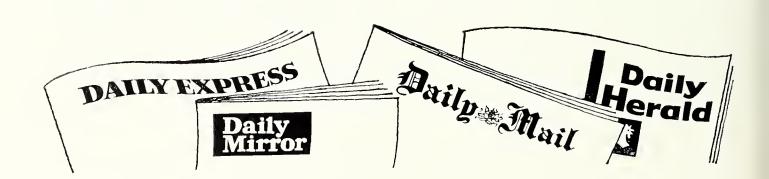
DEPOTS AT: BROADWATER ROAD, LONDON, S.W.17 BALHAM 2491 FORTESCUE ROAD, LONDON, S.W.19 CHERRYWOOD 3322 WESTBURY ROAD, LONDON, E.17 COPPERMILL 5566 POOL ROAD, NUNEATON, WARWICKS. NUNEATON 4210

BIGGEST ADVERTISING CAMPAIGN FOR GEVAGO

WITH
NATIONAL
PRESS ADS
TV AND
CINEMA
COMMERCIALS

This year Gevaert plan the biggest ever, most concentrated national advertising campaign to promote Gevacolor film. In the Daily Express, Daily Mirror, Daily Mail and Daily Herald, there will be big advertisements with the theme of trouble-free natural colour photography, with GEVACOLOR—NATURALLY.

30-second TV commercials on the national network launch the campaign, and cinema commercials in colour continue in holiday areas in the summer months.



BACKED BY NEW POINT-OF-SALE AIDS —A PVC sticker, and a paper banner, in red, white and yellow, (like the Gevacolor film cartons,) with the message—WE SELL GEVACOLOR—NATURALLY!

—A new coloured cine show-card, with the message "Natural Colour Movies from shooting to showing in the shortest time. By Gevacolor, Naturally," for your counter or window display.

—To give away with each roll of film you sell, leaflets giving simple advice under six basic headings on trouble-free colour photography.







Gevacolor advertising this year stresses the excellence of Gevacolor Paper for colour prints.

The amateur snapshotter will judge the quality of Gevacolor Negative Film by the quality of the prints you hand him.

You can rely on the superb Gevacolor paper—for the final excellence of Gevacolor prints.

GEVACOLOR PAPER A BIG SALES 'PLUS'

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Large-space advertisements in leading National Dailies can be 3een over 400,000,000 times! BIGGEST DEALER PROFIT ON GEVACOLOR FILM This year your profit on Gevacolor Negative Film is greater than ever before!

For bigger sales of trouble-free colour photography—for more and more satisfied customers—for bigger profits—be ready for the great increase in demand for Gevacolor Film that this advertising will bring.



GEVAERT LTD · GREAT WEST ROAD BRENTFORD · MIDDLESEX It's New!

H's Young!

It's Brilliant!





The exciting new perfume with the irresistible sales appeal

Entice sells with the secret of Patchoulione of the most characterful of the essential oils.

* Entice sells with brilliant, gold and white, packaging.

米 Entice sells with a fabulous Entice family of Fragrance Products 米

Entice sells with irresistible displays at point-of-sale.

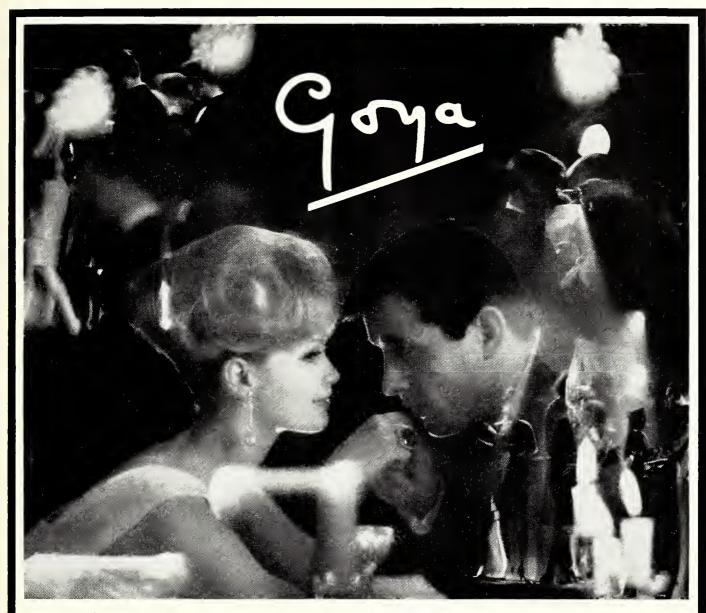
The most powerful perfume advertising campaign ever!

Starting June and right through to Christmas Full colour pages for

- **ENTICE** in * WOMAN
- * WOMAN'SOWN
- * WOMAN'S REALM
- * HONEY
- * VANITY FAIR
- * TRUE MAGAZINE
- * EVERYWOMAN
- * WOMAN & BEAUTY
- * MODERN WOMAN
- * SHE
- * PHOTOPLAY
- * TRUE STORY
- * TRUE ROMANCES
- * WOMAN'S STORY

ENTICE PERFUME SALES YOUR WAY Stocked Display ENTICE!

GOYA LTD - 161 NEW BOND ST - LONDON W.1



GOYA reduces the world to two...for you



with young brilliant

ENTICE

6/6d to 8 guineas

newest, most fabulous of perfumes

FULL PAGES starts June FULL COLOUR



Standard Drinking Straws -packs of 50 now available in the new SELF-SERVICE DISPLAY TRAY.

Self-Service Display Tray holds handy home packs of 25 Flex-Straws, A BOON to invalids at home. Children love them.

Both packs, in colours of red and blue, are designed for quick self-service sales. Your customers can see the straws at a glance in these attractive "window" packs. They occupy MINIMUM SPACE—but make MAXIMUM SALES and MAXIMUM PROFITS.



TRY THE NEW TALL "SWEETHEARTS"-101"-for LONG DRINKS. Available in Handy Quarter Gross Cartons.

For those who like their "SWEETHEARTS" (kiddies love 'cm).

These are just a few of the SWEETHEART range, TALL, SHORT, STRAIGHT; also the FLEX-STRAW—the ONLY straw DESIGNED TO BEND TO ANY ANGLE. Can be used safely in hot, as well as cold, beverages.

HYGIENIC DRINKING STRAWS CO. LTD.

College Road, Fishponds, Bristol

Phone: Bristol 653268 & 654205 Grams: Drinkrite, Fishponds, Bristol



NEW YORK



ESSENTIAL OILS SPICES WAXES

MENTHOL AGAR AGAR ELEMI * LOBELIA CASCARA IPECAC. OPIUM

JOHN KELLYS (LONDON) LTD.

24 OLD BROAD STREET, E.C.2.

Telephone: LONdon Wall 6585 (4 lines) Telegrams: "Ergotine, Stock, London" Telex: 28760

FOR

SUB-ACUTE and Chronic dermatoses TAR + HYDROCORTISONE

combined in

CORTI

CREAM

have pronounced

advantages over either medicament alone

The established germicidal, stimulating and anti-pruritic properties of tar, in the treatment of sub-acute and refractory skin affections, can now be considerably enhanced by its incorporation with hydrocortisone, *Clinical trials have shown that the two medicaments together exert a powerful synergistic action that is far more rapid, more pronounced and complete than the action of either alone. These two valuable therapeutic agents are presented in a non-greasy, stainless, hydrophilic cream, known as TARCORTIN.

* REFERENCES

Welsh, A. L., and Ede, M.: J.A.M.A. 166: 158, 1958 Additional Clinical Publications on Tarcortin: lyman, S.G.: Postgrad. Med. 21: 309, 1957 Bleiberg, J.: J.M. Soc. New Jersey 53: 37, 1956 J.M. Soc. (sec.)
Abrams, B. P., and Shaw, C .
Clin. Med. 3: 389, 1956 Bleiberg, J.: Am. Practitioner 8: 1404, 1957 TARCORTIN CREAM

is supplied in 7 grm. and 15 grm. tubes, containing 0.5% hydrocortisone in a special coal-tar extract

on request

STAFFORD-MILLER LIMITED . HATFIELD . HERTS

Manufacturing Chemists

By arrangement with Reed & Carnrick, Jersey City, U.S.A. (Est. 1860)

watch out for whole page advertisements in

VOGUE HARPER'S BAZAAR QUEEN

announcing

Opensi

BOULEVARD

from the great
Paris house of
Coryse
Salomé

'Épilogue'
'Création'
'Péché Permis'
also
Eau de Cologne-Opéra
Eau de Toilette-Opéra

Advertising

Whole pages in Vogue (June), Harper's Bazaar (June) and Queen (May 22nd) followed by regular advertisements in women's magazines and the National Press.

Point-of-sale

Testers presented with attractive point-of-sale material especially designed for minimum counter space.

Enquiries to: Cosmetique Vigdor (Londres) Ltd. Sole concessionaires for the United Kingdom of Corysé Salome of Paris. Avon House, 356/366 Oxford St., London, W.1 Telephone NORTH 3114



An Authoritative Textbook for Students of Photography . .

First published as a series of articles in
THE CHEMIST AND DRUGGIST

'A MODERN COURSE OF PHOTOGRAPHIC STUDIES'

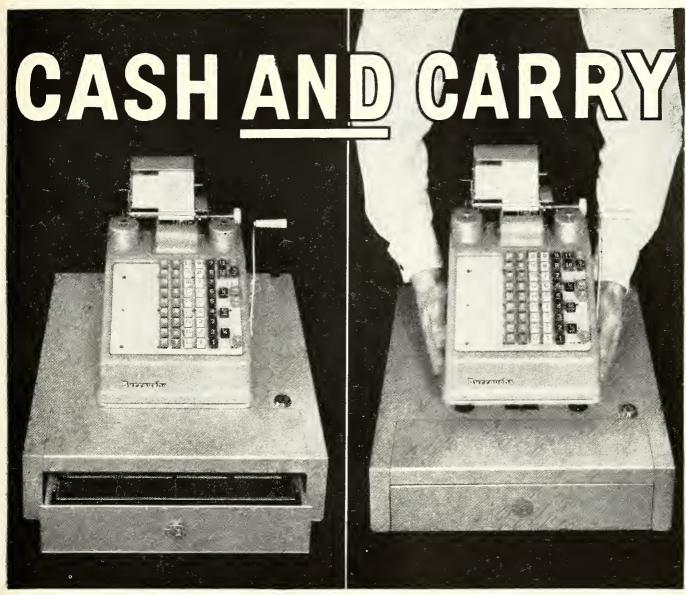
is available as a textbook adapted to the requirements of students for the examinations of the Photographic Dealers' Association 51 pp. size $11'' \times 8\frac{1}{8}''$ with Linson Cover

PRICE 7s 6d or 8s 1d post free.

Edited by H. BAINES, D.Sc., F.R.I.C., F.I.B.P., Hon. F.R.P.S. with chapters by T. J. L. BENTLEY, B.Sc., D.I.C.A.R.C.S. MORTIMER SHAPLEY, A. FINNIS ATTWELL

Obtainable from the Publisher-





Burroughs Cash Register/Adding Machine prepares monthly statements or bank deposit slips. Customers are pleased with neatly itemized bills.

Comes away in your hands! At the end of the day, lift the machine off the cash drawer and you have a Burroughs precision adding machine.

An extra "assistant" for as little as £56

Your extra assistant not only registers your takings, but can be used as an adding listing machine for that end-of-day bookwork.

In one compact unit is a two-purpose machine. Your cash register becomes an adding machine in seconds. Just lift the machine from the lockable cash drawer and the checking of invoices is

simplicity itself. Burroughs also make a comprehensive range of fully systemized dual-purpose cash registers with prices starting as low as £78. Ask your nearest Burroughs office or local dealer.

All Burroughs machines can easily be converted to decimal currency.



By Appointment to H.M. The Queen Manufacturers and Suppliers of Adding Machines

Burroughs 3

Burroughs Machines Limited, 356-366 Oxford Street, London W.1. Telephone: HYDe Park 9861 Accounting Sales and Service facilities from 56 centres in Great Britain and Eire Manufacturing in Scotland

minimini



17 MILLION CUSTOMERS

for Goddard's Embrocation. 17 million viewers in London, in the South of England and throughout the Midlands know that Goddard's Embrocation will give soothing relief from rheumatism, bruises, sprains, strains, stiffjoints, lumbago and sciatica, and when the chilly weather starts your customers will be asking for it. Display material available.



GODDARD'S EMBROCATION

Order now from your Wholesaler or from: J. G. Goddard & Co. Ltd.. 100 Moncrieff Street, Peckham. London, S.E.15

ESTABLISHED 1793

ATKINSONEBARKERS INFANTS' PRESERVATIVE

The Infants' Medicine of 150 years' standing

For teething and digestive troubles

ROBERT BARKER & SON LTE

IT'S A
TWELVE
MONTH
SEASON
for



BE PREPARED -

Order supplies from your wholesaler, or write direct to us for samples and terms

FRYER & CO. VICTORY FACTORIES . NELSON . LANCASHIRE

BERDOE & FISH

Chemists' Transfer Agents and Valuers
41 ARGYLE SQUARE, KING'S CROSS, W.C.1
(opposite St. Pancras and King's Cross Stations)

VALUATIONS for all purposes
BUSINESSES urgently required
STOCKTAKING for Income Tax purposes
TRANSFERS without publicity our speciality

 All Valuations and Stocktakings, carried out under personal supervision of principals.

Established 1870

Phone: TERminus 3574

The FAMOUS

HAIR ROLLERS

"FABULO" Brand (regd.)

the world's best and cheapest (unbreakable) are available in

7 different sizes and counts

to suit every possible hair style

(4 to 5 sizes are required for certain hair styles)

Uniformed RETAIL PRICE of

2/4 per packet

and costing to the Chemist 18/8 per doz. packets inc. P.T.

POPULARITY AND QUALITY SECURE LARGE TURNOVER



Supplies and Metal Display Stands from the wholesale trade or direct from

HAETAM LIMITED

63 CORPORATION STREET, MANCHESTER, 4

Established 1921

Phone BLA 3882

Telephone: CENtral 6563

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

APPOINTMENTS — 24/- per ½" s.c., minimum and pro rata, AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per ½" s.c. minimum, Displayed with border rule, larger type faces and blocks — 60/- per s.c.i. minimum, Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d, per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

IDEAL RETIREMENT SPOT, Sussex sea-coast d/f corner shop, 3-bedroom flat, gar-den, garage, near doctors, Freehold, Excellent investment. Vacant possession. Expanding area. Main-road position, Apply Box C 4539.

BUSINESSES FOR DISPOSAL

FREEHOLD modern double-fronted drug store, main road, Established 16 years, East London, Box C 4544.

APPOINTMENTS

ALTON HOSPITAL MANAGEMENT COMMITTEE Assistant-in-Dispensing

Assistant-in-Dispensing
Applications are invited for the above post at
LORD MAYOR TRELOAR HOSPITAL,
Alton, Hants, Apothecaries' Hall Certificate
essential, Post vacant June 1, 1962, Whitley
Council conditions of service, Applications
with names and addresses of two referees to
the Group Secretary at the above address.

C 4566

BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS (490 beds)

Pharmacist

required in this modern and well-equipped Pharmacy (Category V Hospital), Whitley Council scale with London Weighting, Applications to Hospital Secretary with names of two referees. C 596

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Assistant-in-Dispensing required for holiday relief duty 23rd July to 18th August, 1962. Apply to the Chief Pharmacist, St. Leonard's Hospital, Nuttall Street, London, N.1.

BRENTWOOD GROUP HOSPITAL MANAGEMENT COMMITTEE

Pharmacist

Pharmacist
required to work within Group under direction of Group Pharmacist, Hospitals pleasantly situated within 30 minutes of London by frequent electric train service, Salary £690 to £920 per annum, Apply giving names of two referees to Group Pharmacist, Harold Wood Hospital, Harold Wood, Essex, (Tel.: Ingrebourne 45533,)

C 7387

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE Locum Pharmacist for holiday relief duty in the hospitals of

the group.

23rd July—18th August

10th September—22nd September
Salary 18 guineas a week. Apply to Chief
Pharmacist, St. Leonard's Hospital, Nuttall
Street, London, N.1.

C 589

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist-in-Charge

Mildmay Mission Hospital for holiday relief duty.

12th June—16th June
30th July—11th August
Salary 21 guineas per week, Apply to Chief
Pharmacist, St. Leonard's Hospital, Nuttall
Street, London, N.1.
C 584

CHARING CROSS GROUP OF HOSPITALS

Pharmacist
required at Charing Cross Hospital, London,
W.C.2. Whitley Council scale £690 rising to
£920 plus London Weighting and £25 special
qualification allowance. Write stating age,
experience, qualifications and two names for
reference to House Governor (A). C 597

CLARE HALL HOSPITAL, **SOUTH MIMMS** BARNET, HERTS (334 beds for Diseases of the Chest)

Pharmacist

required. Whitley Council salary plus London Weighting. The hospital is in country surroundings. Direct coach service reaches Marble Arch in just under an hour, Local bus service to hospital gates. Temporary accommodation available in Hospital if necessary, Applications with names of two referees to Medical Director. C 594

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist

for Bethnal Green Hospital, Modern department, Salary scale £770—£1,010 p.a., plus higher qualification allowance and London Weighting, Please apply to the Group Secretary, 213 Kingsland Road, London, E.2.

HAREFIELD HOSPITAL HAREFIELD, MIDDLESEX

Assistant-in-Dispensing

required. Whitley Council salary scale, London Weighting payable and additional £50 p.a, if holding approved qualification, Applications giving age, qualifications and experience, together with two references to the Hospital Secretary.

LAMBETH HOSPITAL, BROOK DRIVE, LONDON, S.E.11 (508 beds)

Senior Pharmacist and Pharmacist

Department includes modern laboratory for manufacture of sterile products, Rotation of duties, Also

Locum Pharmacist (2)

(a) from 14th May for indefinite period.
(b) from 3rd September for two weeks.
Applications naming two referees to the Secretary.

C 7384

LAMBETH HOSPITAL, **BROOK DRIVE** LONDON, S.E.11

(Acute General-508 beds)

Assistant-in-Dispensing required. Whitley Council rates, Applications, stating age, experience and names of two referees to the Secretary. C 7353

PONTYPOOL AND DISTRICT HOSPITAL, PONTYPOOL, MON. (126 beds)

Senior Pharmacist
required, Salary £770—£1,010. The successful candidate will work in conjunction with the Chief Pharmacist and the post provides useful experience, Assistance will be given in obtaining accommodation in the locality if required, Write giving experience and two referees to Group Secretary, 64 Cardiff Road, Newport.

C 7380

SOUTHEND-ON-SEA HOSPITAL MANAGEMENT COMMITTEE

MANAGEMENT COMMITTEE

Post-graduate Student
required in the Pharmacies of the Hospitals
in the Southend-on-Sea Group, Salary £460
per annum, The Hospitals are situated in
pleasant surroundings and the post offers excellent opportunities for experience in all
branches of pharmaceutical work, including
dispensing for in-patients and for patients
from a busy Consultative Out-patients Department, manufacturing, sterilising, dressings
and instruments. Applications, stating age,
particulars of education, etc., with the
names of two referees, should be sent to the
Secretary, General Hospital, Southend-onSea, as soon as possible.

C 7391

THE LONDON HOSPITAL, THE LUNDUN HOST LAND, WHITECHAPEL, E.1 Locum Pharmacist required from mid-June, Salary £18 18s, per week, Applications to House Governor. C 590

THREE COUNTIES HOSPITAL, ARLESEY, BEDFORDSHIRE

ARLESE1, BEDFORDSHIRE

Assistant-in-Dispensing

Applications are invited for Assistant-in-Dispensing. Salary and conditions as Whitley Council scale, £425 at age 22 or over, rising to £575 per annum, Accommodation available for single man or woman applicant. Applications, stating age and experience, together with the names and addresses of two referees, should be sent to The Medical Superintendent,

C 576

WINWICK AND NEWCHURCH HOSPITAL MANAGEMENT COMMITTEE

Required at Winwick Hospital, near Warrington, for holiday relief duty for period 30th July—11th August, 1962.
Salary £23 12s. 6d. per week.
Applications to Secretary (Ref. C & D/309), Winwick Hospital, Warrington, C 7390

EDUCATIONAL

SCHOOL OF PHARMACY, UNIVERSITY OF LONDON

Assistant Lecturer required in the Department of Pharmaceutics to take up duty on September 1, 1962. The applicant must have good Honours degree or equivalent experience. Salary scale £900 per annum x £50 to £1,050 per annum plus London allowance of £60 per annum, with F.S.S.U. benefits, Further particulars may be obtained from the Clerk to the Council, 29/39 Brunswick Square, W.C.1, by whom completed applications must be received by June 15, 1962.

SITUATIONS VACANT

RETAIL (HOME)

BEXLEY, Kent. Pharmacist required to help Proprietor, later to take charge. Self-contained flat available, Apply, in writing, Evans, 24 Steynton Avenue, Bexley. C 4535

CARDIFF, Pharmacist required (lady preferred), for modern pharmacy in city centre, T. P. Martin, Ltd., 9 Castle Street, Cardiff.

CHEMIST COUNTER ASSISTANTS, Ladies required for North London, Good salary given for experienced persons, Apply: Managing Director, Kendale Chemists, 51 Exmouth Market, London, E.C.1. C 4548

LIVERPOOL. Metcalfe & Co., Liverpool, Ltd., require pharmacist (locum) for the following dates: two weeks July 1st until 14th and one week only 19th August until 25th August. Reply Metcalfe & Co., Ltd., Curzon Buildings, Dovercliffe Road, Liverpool, 13. C 4554

LONDON, S.W.11, W. L. Darby, 102 Falcon Road, Clapham Junction, London, S.W.11, require a lady assistant for counter and general shop duties, Please write or phone Mr. R. Gregson at Battersea 1402. C 4561

PHARMACISTS, Portsmouth and district. Due to pending developments in pleasant South Coast area, Portsea Island Society have vacancies for pharmacists, male or female, to manage modern pharmacies being part of new large department stores situated in main thoroughfares. Total emoluments according to turnover, present range £1,100 to £1,350 per annum, Scope for increase, Applications in writing giving details of age, experience, qualifications, to the Personnel Manager, Portsea Island Co-operative Society, 110 Fratton Road, Portsmouth, C 4558

THE SERVICES of a young man are required for branch management in a pleasant residential district. The post offers sound prospects within a small private group, starting with a respectable professional salary plus incentive payments. The nature of the work is varied and interesting, based on a well-established practice. Three-bedroomed flat available over shop, with garage. The premises are situated in a shopping centre standing off the main road: excellent access to city. This post would ideally suit a family man seeking respect for his own professional integrity. Pension scheme available after probationary period, will start at once, or wait, for the right man, short-term colleagues not required. Holiday arrangements will be honoured. Reply to G. A. Pilling, M.P.S., 108 Brooklands Road, Sale, Cheshire.

WHOLESALE

CHEMICAL PROCESS TECHNICIAN required for a pilot-scale department manufacturing organic synthetics, Please state experience, etc. Apply in writing to: Biorex Laboratories, Ltd., 47 Exmouth Market, London, E.C.1. C 4533

Medical Representatives

The Ethical Pharmaceutical Sales Divisions of Pfizer Limited have vacancies in:

East London and part of Essex

South Manchester and part of Cheshire

South Hertfordshire and part of Cambridgeshire

for gentlemen to promote the Company's products to the medical and pharmaceutical professions,

Applicants should be aged 25 to 35 and possess:-

a good education

a sound scientific or technical training in the field of human medicine

In return those appointed will be offered:-

a good basic salary and incentive bonus payment of all business expenses

a company car

participation in generous non-contributory pension and life assurance schemes removal expenses, if appropriate

Written applications giving brief details of education, background and career to date, should be sent to:

Mr. D. W. Sells, Personnel Officer, Consumer Sales,

PFIZER LIMITED,

Sandwich · Kent.

C 7394

AN INTERNATIONALLY known company marketing its products to the ladies' hairdressing profession requires the services of three first-class representatives in the following areas:—Central and North-east London, Lancs, Nottinghamshire and Derbyshire, also a senior roving representative to look after major accounts throughout the country, based on London, Applicants must reside in the territory and be car owners. A liberal car allowance, 3 weeks holiday, basic salary £864 p.a, and a handsome commission to successful applicants, Write in first instance to Sales Manager, Corionol, Ltd., 269-283 Field End Road, Eastcote, Ruislip, Middlesex. C 4555

LABORATORY ASSISTANT required in North London firm manufacturing cosmetics. Laboratory experience essential, preferably in cosmetic or allied industry. Five-day week. Canteen facilities, Write giving full details to Box C 4560.

PROCESS WORKER: experienced in manufacture of pharmaceutical ointments and lotions required, Good salary and prospects. Apply: Biorex Laboratories, Ltd., 47 Exmouth Market, London, E.C.1. C 4549

TOILETRY AND COSMETIC HOUSE selling nationally advertised brand leaders to Chemists, Hairdressers and Department Stores has vacancies for

3 SALES REPRESENTATIVES

Territories will be East and North Midlands, Cheshire and North Wales, and East and North Lancashire, (Present sales force are aware of these vacancies.)

Applications are invited from experienced men under 40 with established connections and resident in the arcas, Remuneration will be by salary and commission (potential earnings at least £1,200 p.a.) plus car and all travelling expenses, Contributory Pension Scheme in operation.

Write in confidence with full details of past and present employment to Managing Director, Box C 7389.

REPRESENTATIVE IN S.W. ENGLAND

ENGLAND

Old-established Company marketing well-known range of toilet, cosmetic and pharmaceutical products, including Surgical Dressings, requires representative for S.W. England, Remuneration by salary and commission. Company car provided, Expenses paid. Applications invited from men resident in Devon or Somerset with good pharmaceutical background to take over an existing connection. State age, income required and fullest particulars. Box C 7377.

SALESMAN/REPRESENTATIVE, Write giving full particulars to Reliance Trading Co., 75 Fairfax Road, London, N.W.6. C 7393

UNQUALIFIEDS REQUIRED for an intercsting position in a Market Research Company, Five-day week, salary up to £624 p.a., plus luncheon vouchers. Phone: LANgham 7081, Ext. 17, or write to Box C 7375.

WHOLESALE (OVERSEAS)

FIJI ISLANDS, British company requires a pharmacist for employment in Fiji, Age under 35, married or single. Situation permanent, and pensionable, excellent conditions and climate. Write to Box No. CD 174, c/o Charles Barker & Sons Limited, 20 Cannon Street, London, E.C.4.

WANTED

REQUIRED immediately for cash—highest prices given—surplus photographic stock, cameras, out-dated films, paper, etc. No amount too large or small, Cash by return, postage refunded, Reginald Loftus, Portswood Junction, Southampton, Telephone 54757.

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone, Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.; Bayswater 4020 and 7692.

Situations Vacant—Continued

OVERSEAS APPOINTMENT

An ethical pharmaceutical com-An ethical pharmaceutical company of international repute is at present erecting a plant in Turkey for the manufacture of a wide range of pharmaceutical products and fine chemicals. It will require the services of a

PRODUCTION MANAGER

who will be responsible to the Managing Director for all manufacturing operations together with quality control.

Applicants must possess a recognised degree in Chemistry or Pharmacy and have at least 10 years' practical experience in similar operations with supervisory recognishilities. sory responsibilities.

The remuneration and conditions of employment will be open to negotiation in the light of qualifications, experience, etc.

Applications should be sent to the Personnel Officer, Box C 7386, giving the fullest pos-sible details of education and previous experience.

AGENTS

ACTIVE AGENT. Cornwall, Devon, Top connection with chemists, hardware, retail and wholesale, seeks good selling lines, Carlton, 3 Barton Crescent, Mannamead, Plymouth.

C 7396

AGENTS WANTED to sell pharmaceutical tablets to dispensing chemists, also counter proprietary lines, for Lancashire, Bristol and South Wales, and the Midlands, Apply Approved Prescription Services, Ltd., Horncastle Street, Cleckheaton, Yorkshire, Telephone Cleckheaton 4229.

PERFUMERY AGENT required to cover certain Home counties for famous perfume house. Box C 4557.

TO FREELANCERS AND OTHERS, If you have up to £300 and a car and a connection among retailers, you can quickly double your money. This is a serious offer to serious men (or firms) who know that profitable Agencies from famous companies are few and far. Details from Managing Director, Box C 4565.

UNIQUE OPPORTUNITY for active agents to sell new range of high quality rubber gloves to retail chemist and drug store trades in London postal districts, Home Counties, South Wales, Midlands, Northern Counties Good connections essential. Write Box C 7392.

WELL-KNOWN Scottish agent requires additional lines, Box C 4553.

BUSINESS OPPORTUNITIES

A BARGAIN. As B.B.C. television "Tonight" programme (January 4), Alan Whicker's interview with our director, Mr. T. A. Herbert, LL.B., on our unique services. New ready-made limited companies for sale to suit 1,001 businesses, Guaranteed no trading, £25 including statutory books, memorandum and articles and company seal, Also rapid company registration service. See "Advantages of Trading as a Limited Company," 3/- post free. Business Economy Group of Companies (Dept. x/10), 156 Strand, London, W.C.2 (Tel.: TEM, 8377/2294); 19 Walker Street, Edinburgh, 3 (Tel.: CAL, 1167/8/9). Only firm with both English and Scottish ready-made companies.

FOR SALE

CHANGING PRICES? Sutton's plastic strip will solve your problem. A simple effective and inexpensive method of display shelf pricing. Can be cut with scissors, selfadhesive on any surface. Packets of 25 ft. 15/-, 100 ft. 54/- post paid. Cash with order, please. The Cooper Laboratories, Ltd., Old Farm Road, West Drayton, C 4520

FINANCE

ANCHOR INVESTMENT (PERSONAL LOANS FINANCE) LTD.

LOANS £100 to £1,000

ARKWRIGHT HOUSE. MANCHESTER, 3

C 7262

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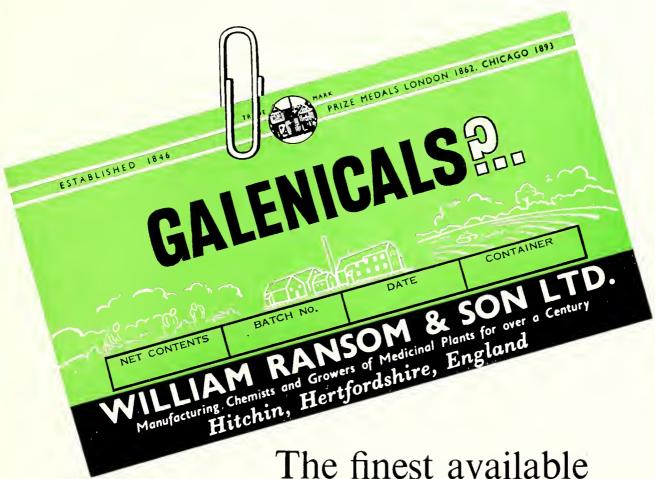
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